Board of Trade Journal

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BRITAIN'S ONLY BANK IN LATIN AMERICA, SPAIN AND PORTUGAL

Spain—a good but highly selective market

By M. H. M. Reid, Counsellor (Commercial), British Embassy, Madrid

The Spanish economy during 1968 has been experiencing a wages and prices freeze and there has been a down turn in the level of activity in the capital goods industries. Consumption had been maintained, though the rate of growth was more gradual than for some years past. For the next year or two, it seems unlikely that the boom of the early 1960's will be resumed. Nevertheless, there will be good prospects for some British suppliers and it is well worth maintaining or establishing a good connection in Spain against the day when growth is resumed at a faster rate.

FOR FIVE OR SIX YEARS up to 1966 Spain achieved the remarkable record of a growth rate of over 6 per cent per annum, together with a substantial balance of payments surplus. But at the end of 1966 the surplus changed to a deficit and credit restrictions slowed down the rate of growth. There was a deficit again in 1967, mainly because receipts on the tourist account were rather below expectations. Imports were held down with some difficulty and exports were less buoyant than was expected. It was, accordingly, not surprising that when the pound was devalued, the peseta was devalued by the same margin.

Devaluation was followed by a total freeze on wages – including wage increases negotiated but not yet paid – and an almost total freeze on prices. Imported goods and other essentials were subsidized by the Government in order to keep down the cost of living. It was originally intended that the wage and price freeze should last until December 31, 1968, but in fact it was partly relaxed in two stages on October 1 and November 1, 1968. Imports in dollar terms have been 6 or 7 per cent below 1967 levels and exports in dollar terms have increased by about 18 per cent. Complete tourist earnings, which are a very important factor in the Spanish economy, will probably amount to about $1,200 million. This is rather more than was achieved in the year before devaluation. The best guess at present available is that Spain will achieve a balance in her payments for the year 1968.

Spanish industry

Throughout 1968 manufacturing industry, particularly at the heavy end, was in a depressed state, while the consumer goods industries, though doing better, were far from buoyant. It is possible that now some boost, if only temporary, may follow from the decision to allow a limited relaxation of the wage freeze in the next few months. Public expenditure, especially investment through the Government holding company the National Institute of Industry (INI), remained high throughout the year. New investment in the private sector did not follow the lead set by the Government, and the banking system has been described by the Bank of Spain as being in an excessively liquid state.

The Second Development Plan covering the years 1968-71 had to be postponed and revised as a result of devaluation and of the need to reconsider the foreign currency resources available for development. It will not now begin formally to operate until sometime this year although many of the projects planned for 1968 – in particular those to be undertaken by INI – were in fact begun.

The Spanish tariff

In the last year or so there have been a significant number of tariff increases and new administrative measures tending to restrict imports have also been promulgated. The most important changes have been to limit tariff concessions to the import of only those parts of capital installations which cannot be made in Spain. Previously whole assemblies often enjoyed concessions. Exporters of capital equipment accordingly now have to arrange for partial manufacture in Spain. As far as consumer goods and consumer durables are concerned, many are still subject to global quotas and/or high tariff duties. Furthermore, increasing domestic production means that imports are subject to fiercer local competition.

The largest blast furnace in Spain was inaugurated at the works of Atlas Hornos de Vizaya on January 23 last year. It was built by a consortium of British companies.

Measures to protect the domestic economy extend also to the activities of consultants and consultant engineers. By means of two Decrees, Nos. 617 and 916, published in April 1968, the Spanish Government established registers of consultants classifying them according to their field of operation and experience. The registers are divided into two sections: one which may include foreign companies and the other a special section of firms with a Spanish majority holding and with at least 80 per cent Spanish qualified staff. As work for, or financed by, the Spanish Government must go to firms on the special list unless there is none capable of undertaking it, British consultancy firms wishing to undertake any major work in Spain will have to come to some arrangement with an existing Spanish company.

Capital goods imports

As a result of the modernization and development of Spanish industry, the need for capital equipment that existed in the early 60's is now quite largely satisfied by domestic production. However, the planned industrial development will create a need for more advanced capital goods and there will be good opportunities for British companies supplying power generating machinery, mining equipment, steel works plant, chemical plant and certain components for ships. But companies bidding for major contracts will have to arrange for the manufacture of a high percentage in Spain. The import content will tend to be limited to goods which either cannot be made in Spain or cannot be made in acceptable qualities.

Outlook for consumer goods

The production of consumer goods and consumer durables has been increasing rapidly. Many of the main companies are either foreign licensees or are run in partnership with foreign companies.

(Continued on page 125)

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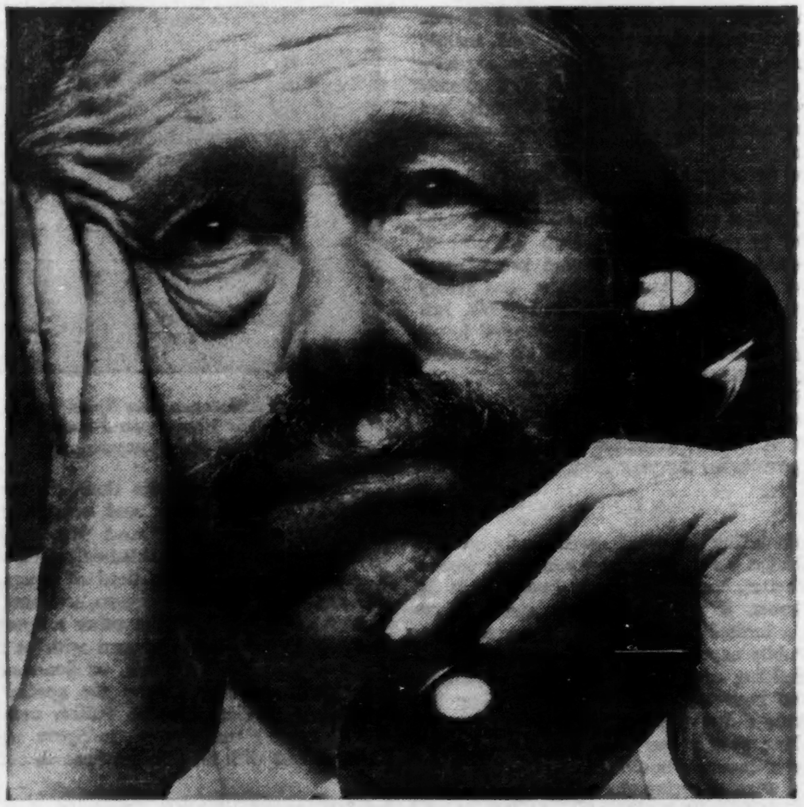

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Fiat, for example, is in partnership with Seat for the production of motor cars, and Philips and Westinghouse have local companies and licensees for production of a range of household gadgets. The quality is improving and local production meets the demands of most of the market. But there remains a demand from a relatively small number of rich people – and of course from the many tourist visitors – for a wide variety of high quality imported goods. British products have a high reputation in this sector.

Marketing and advertising are not highly developed. Retailing is only beginning to attract competent managers and costs, and accordingly margins, are high. Imported goods sold retail are extremely costly by British standards. High import duties and the restricted quantities allowed under import quotas contribute to this. Nonetheless there is a small but probably gradually increasing market for a wide range of high quality consumer goods of all types. As retailing improves in efficiency, the quality range which it is worth selling in this way will probably gradually extend downwards.

Licensing arrangements and direct investment

The policy of the Spanish Government is to foster domestic industry wherever possible. Hence it is increasingly important that foreign firms should get on the inside either by licensing arrangements with Spanish companies or by direct investment. This may be the only method for competing in the Spanish market in many industries.

Spanish companies have shown how quickly they can adapt to modern methods but one of their weaknesses is in research and development. The authorities encourage firms to acquire foreign know-how, though they exercise a control over the amount of the licensing fee and normally insist that the licence must enable Spanish companies to compete in third markets, particularly those with which Spain has bilateral trading agreements.

It is essential to register all licensing agreements with the Ministry of Industry so as to ensure that the Foreign Exchange Institute (IEME) will issue the transfer permits for royalty remittances.

Many foreign companies have invested in Spain in recent years but various sectors of the Spanish economy still afford interesting investment opportunities. Among the most promising are food processing, modern forms of distribution, road transport and some sections of agriculture, e.g. modern intensive methods of cattle raising. In general, the Spanish Government will allow foreign participation up to 50 per cent of the capital in firms in most sectors of industry, although in others up to 100 per cent may be permitted.

Doing business in Spain

Where direct investment or licensing arrangements do not apply, it is of the utmost importance that a good local connection should be established. Spaniards prefer to deal with someone they know and will not want to give orders to a little known visitor. Moreover import licensing and exchange regulations are complex. Only a handful of companies in one or two industries are willing and able to deal direct with foreigners without the assistance of an agent. In other cases a good agent or distributor must be found and exporters should arrange for their staff to visit them frequently. It is important to see that the agent is not only active in getting orders but that he also keeps an eye on changes in Government regulations. The alternative which suits a growing number of the largest companies is to establish a Spanish subsidiary with resident specialist staff.

The larger agents can cover the whole of Spain usually from Madrid, Barcelona or Bilbao. But it is important if nationwide coverage is claimed to make sure that the agent really has a staff capable of reaching all the potential customers.

The Second Development Plan

The public sector is committed to undertake the developments provided for in the Plan. But for the private sector, though it has been very fully consulted, the Plan is purely indicative. It is the intention that in the forthcoming years special emphasis will be given to development of agriculture, education and research and the export trade.

There are wide differences of prosperity between main urban areas and the rest of Spain. For this reason the Poles of Development set up in recent years away from the major cities will continue to receive special facilities to encourage the establishment of new industries. These facilities include tax concessions and, in some cases, the reduction of import duties and access to credit on favourable terms. They are centered at Burgos, Huelva, Coruña, Saragossa, Seville, Valladolid and Vigo. The progress achieved in these centres varies a good deal but in all of them there is still a good deal to be done. Among the more specific objectives listed in the Plan are the building of new universities and the

(*Continued on next page*)

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promotion of research; a further change in agriculture from wheat growing to cattle raising is planned and there is to be a national network of large distribution centres for foodstuffs. Water supplies in various regions of the country are to be improved. There are to be new oil refineries in Cataluña, Vizcaya and the central provinces; and nuclear energy and natural gas are to be more fully exploited. The Government will announce further details for these schemes later on. There will also be important programmes of public works to improve road and rail communications.

National Institute of Industry

INI now has an industrial empire of over 80 firms wholly or partly owned. Most of them are in basic industries and in industries related to agriculture, e.g. food processing and freezing, fertilizers, etc., although it also has important holdings in secondary and sophisticated industries. Only about a quarter of the companies in the INI group are wholly owned by them. The rest are joint ventures and in some the partners are foreign companies.

During 1968 ministerial responsibility for INI was transferred from the Presidency of the Government to the Ministry of Industry and it is clear that the Institute has an important part to play in the future development of Spain. Although the bulk of industry in Spain is privately owned and it is the intention that this should remain the pattern, state enterprise is to have an important role in fighting restrictive trade practices, meeting requirements of defence and counterbalancing what would otherwise be thought an excessive influence of foreign capital in certain sectors. In principle, INI sell companies to the private sector but for the foreseeable future it seems likely that it will get bigger and not smaller.

INI enterprises as a whole are profitable and the Plan provides for an investment of some £400 million, much of which will be financed from within the organization itself. It is evident, therefore, that it is well worth while for British exporters of capital goods to watch developmentts in INI and the INI companies.

European Common Market

Spain approached the EEC Council in 1962 expressing a desire to open negotiations with a view to obtaining associate membership and ultimately full integration. Negotiations are still continuing for an agreement on tariff reductions which may eventually facilitate association with the EEC. One of the stumbling blocks has been the competition that Spanish citrus fruits would provide within the Common Market; another has been Spanish insistence on adequate safeguards for the country's nascent and developing industries.

(Continued on next page)

SPAIN

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Prospects for the future

The Spanish Government is determined to press ahead with the modernization of industry and the new Development Plan sets out its proposals for the part which both the public and private sectors are to play. Domestic industries will be given every encouragement – including high tariffs – to provide for local needs. But there is still plenty of sophisticated equipment that can only be provided from abroad. However, it is worth remembering that the plan is not mandatory for the private sector. Throughout 1968 there were doubts whether the private sector in general felt enough confidence about the conditions that will obtain in Spain in the next few years to go ahead with the capital expenditure implied by the Plan. These doubts have been reinforced by fears that American measures to restrict the movement of capital would keep Spanish industry short of the funds that it needed for development. It may be that the low point in the cycle has been passed but the present prospect seems to be that the private sector will remain hesitant for some time to come. Against the background of this hesitancy, the Government will probably stimulate the economy by investment in the public sector, mostly through INI.

Although the rate at which consumption rises may flatten out, it is certain that the standard of living will continue to improve. Standards in the larger cities are not very different from those elsewhere in Western Europe, but in the country as a whole there is still a substantial margin for catching up.

For the moment the sale of capital equipment in Spain shows the best prospects, but only for goods which are not made in the country or are not made in acceptable qualities. To take advantage of these opportunities, companies will need representatives or agents in Spain in constant touch with Ministries and companies both public and privately owned; and these representatives will need to be able to discuss, among other things, the question of credit facilities.

Consumer goods and consumer durables present a difficult market except in those lines which are of a quality not produced locally. Even so, if the market will cover expenses, it is well to have a foot in Spain against the day when the economy again expands and when there may be some relaxation of import restrictions. As in other Latin countries, so much is achieved by contacts and friends that it is important for British exporters and their agents to get around and make themselves known. As the standard of living improves, the demand for consumer goods and consumer durables will increase and from time to time there are likely to be gaps in what can be provided from local production. It is, therefore, a market worth watching. The opportunities will vary both in volume and in kind. It is impossible to generalize but some factors are important in all sectors. Careful investigation and continuing presence are essential. Some frustration is inevitable but for the right product at the right time this is a good and rewarding market.

Opportunities in Spain for exporters

Details are given in the table of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the* Bulletins, *which contained the original notices, and photocopies of any documents relating to them, may be purchased by British firms.*

Orders for Bulletins (2*s.* each) *and documents (the price of these varies, see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order* Bulletins *or photocopies by telephone, telex or letter unaccompanied by a remittance.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016, 7017. Telex* 886143. *Answer Back BOTHILLGATE LDN. Telegram EXSERBRA.*

Reference No.	Commodity		Bulletin No.
ESB. 1234/69	Paints; varnishes and enamels	Manufacture under Licence	8/69
ESB. 48546/68	Aluminium tube	Source of supply	4/69
ESB. 46674/68	Metal silos; steel structures	Manufacture under Licence	253/68
ESB. 46887/68	Filtering equipment	Manufacture under Licence	250/68
ESB. 45719/68	Silver plated tea sets and trays	Source of supply	247/68
ESB. 46344/68	Non-ferrous metal bars	Source of supply	246/68
ESB. 46345/68	Steel sheet	Source of supply	246/68
ESB. 42615/68	Steel pipe manufacturing equipment	Source of supply	229/68
ESB. 41541/68	Flanges and fittings; pipes	Agency	221/68
ESB. 35544/68	Non-woven fabrics	Source of supply	217/68
ESB. 39354/68	Cleaning articles; cosmetics; household chemicals; perfumery	Manufacture under License	215/68
ESB. 40708/68	Lamps	Source of supply	215/68
ESB. 39321/68	Lathes	Source of supply	212/68
ESB. 38738/68	Suspension lugs	Source of supply	212/68

For opportunities for exporters, agency inquiries, market reports, etc., for other countries see page 176.

The economic effects of EFTA

THE FORMATION of EFTA is likely to have made a significant favourable contribution to Britain's balance of payments. This is one of the conclusions reached in a new publication by the EFTA Secretariat in Geneva. Entitled 'The Effects of EFTA on the Economies of Member States' this 174-page publication is the first part of a wider study being carried out by the Secretariat into the impact of the division of most of Western Europe into two separate trading groups. The second stage, which is just beginning, will cover both EFTA and the EEC.

While it is impossible to sum up in a few words the conclusions of a study as large and complex as this, several general findings can be outlined. Firstly, it is quite clear from the report that every EFTA country has received a net benefit from its membership; the extent of gain varies considerably of course, but by 1965 – a year before the completion of the free trade area – all had recorded a substantial contribution to their balance of payments. Secondly, the report furnishes a strong support for the ideas which brought EFTA into existence and which lie behind the continuing drive for wider free trade. Thirdly, the report shows not only what has been achieved but also the opportunities which have been missed. The figures of trade diversion from non-EFTA to EFTA suppliers and the gains which EFTA producers have drawn from a free trade area of 100 million people are reminded of what we sacrifice as a result of the division of Western Europe's markets, which together would comprise well over 300 million consumers and producers.

After discussing background and methods the study goes on to draw conclusions on the effects of EFTA on the foreign trade of member countries, on trade in main product groups and on production and productivity. The rest of the study examines economic and trade developments in each of the member countries. This examination includes analysis and developments in broad product groups.

This is the first large-scale investigation of its kind and its production has involved the collection and analysis of an enormous amount of statistical data. A computor was used to test alternative assumptions in order to estimate what would have happened in each industry and country if EFTA had not existed. Business and Government officials have helped in interpreting the statistical results obtained, and while the results are not claimed to be infallible, the Secretariat is confident that they provide reliable guidance.

Copies of this new EFTA publication is available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

The latest issue of the Association's regular *EFTA Bulletin,* also available from the EFTA Information Centre, is devoted to a summary of the study's main conclusions.

The first of a series of articles on trading with the EFTA countries will be published in January 31 issue of the Journal.

Lord Brown speaks at Paper Machinery Makers Association dinner

LORD BROWN, Minister of State, Board of Trade, who spoke at the annual dinner of the Paper Machinery Makers' Association in London, on January 8, said there had been much comment on our doleful economic position over the last two years and he thought it desirable to keep the whole situation over the last 23 years since the war in better perspective. 'A recently published estimate suggested that the United Kingdom ended the last war a debtor nation with short and long term debts of the order of £5,000 million total,' said Lord Brown. 'Set against these were gold and dollar reserves of well under £1,000 million and perhaps £3,000 million worth of overseas investment, a total of assets of £4,000 million making the United Kingdom net debtors to the value of £1,000 million. From the 1968 pink book on the United Kingdom balance of payments, we find that by the end of 1962 we had a surplus of assets over liabilities of about £1,400 million. By the end of 1967 our assets stood at £21,300 million, the balance over liabilities being over £1,900 million. In other words, since the end of the war, we have changed from being a debtor nation to a creditor nation. This is a fact which comes as a very gratifying surprise to those with whom we trade overseas and I believe it is essential to drive home these facts in order that the man in the street and our overseas customers are not misled by the over-pessimistic utterances of our own mass media.'

Continuing, Lord Brown said there were in this country now 44 universities and over 60 Government research stations plus a large number of Government-assisted research associations. He said: 'I hold the view that a great deal of the research work done for example in our universities is not designed to serve any specific social, economic or industrial purposes. I am also aware that a great deal of the work done in the Government research stations and research associations doesn't result in viable new products or processes which are operated by industry and thus help the economy. The reasons for a relative failure to use the genius of this country for this sort of research in a manner which will contribute more to the well being of our country is, in my view, the lact of mutual respect between industrial companies and these institutions. Frankly, I would like to see business schools starting up businesses, marketing departments of universities helping firms to market their goods, Government research stations programming their work in much closer collaboration with chosen industrial companies who have a keen interest in making and marketing the hardware which will give it concrete form. I believe that industry underrates the contribution to their prosperity which could arise from more collaboration.'

'These are not original thoughts of course,' continued Lord Brown. 'Industrial units exist in some universities. Real collaboration between specific university departments and individual companies is taking place in a large number of cases but when one considers the current needs of industry for advanced products and the current volume of research work being done in universities and Government Research establishments the outcome of collaboration so far looks very puny. I am convinced that if more chief executives approached their local universities and said "come on let's combine our resources and see if we can get cracking on some joint projects in various fields", then this might greatly improve our exports in the long run and improve much of our university teaching.'

New secretary for the Monopolies Commission

THE MONOPOLIES COMMISSION have appointed Mr. E. L. Phillips, CMG, an Under Secretary at the Board of Trade, as Secretary of the Commission with effect from February 3, in succession to Miss M. W. Dennehy, CBE.

Notes:

The appointment of the secretary is made by the Commission, with the approval of the Board of Trade.

The appointment has been made for three years.

Mr. Phillips was an assistant secretary at the Monopolies Commission in 1951 and is now an Under Secretary in the Commercial Relations and Exports Department of the Board of Trade.

Monopolies Commission's report on the supply of certain services by estate agents

MR. ANTHONY CROSLAND, President of the Board of Trade, has received the Monopolies Commission's report on the supply of certain services by estate agents. It will be laid before Parliament and published as soon as possible.

Notes:

The reference to the Monopolies Commission was made on September 1, 1966. The Commission were asked to investigate and report on the supply in England and Wales of the services provided by persons acting as estate agents in connection with the acquisition and disposal of unfurnished dwellings.

The Board of Trade are required by Section 9 of the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, to lay reports of the Monopolies Commission before each House of Parliament. When Parliament is not sitting the obligation to lay a Monopolies Commission before Parliament is discharged under Section 10 of the Monopolies and Mergers Act, 1965, if the report is presented as a Command Paper.

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

BICC Ltd and Reliance-Clifton Cables Ltd.
Jessel Securities Ltd. and Demerara Company Holdings Ltd.

January issue of 'New Technology'

OCCASIONAL MEETINGS of 'Britain's Computer Club' are featured in the January issue of *New Technology*. The 'ACTP Club', so called because its members form the advisory committee of the Ministry of Technology-sponsored Advanced Computer Technology Project, meets every four months or so. *New Technology* describes these meetings and the work of the ACTP in general.

Other features in this month's *New Technology* include a description of the Ministry of Technology's Warren Springs Laboratory and an account of a combined pre-packaging study involving the fish industry, the White Fish Authority and Mintoch's Torry Research Station.

Copies of the *Journal* may be obtained free from the Central Office of Information, Hercules Road, London, S.E.1.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 31, 1969.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.08	1, 4-Di-(2-hydroxyethoxy) benzene	As in previous column .	December 31, 1969	6430
29.14	(±) -3 - Allyl - 2 - methyl - 4 - oxocyclopent - 2 - enyl *trans*-(+)-chrysanthemum*mono*carbox - ylate -	Bioallethrin dl-allethrolonyl - d - trans - chrysanthemate	December 31, 1969	13243
29.15	Succinic acid which, in the dry state, contains not more than 97% by weight of free acid calculated as succinic acid	Succinic acid, crude .	December 31, 1969	13320
29.23	3-(3, 4-Dihydroxyphenyl)-L-alanine	L - β - (3, 4 Dihydroxyphenyl)-Alanine	December 31, 1969	13230
29.25	Procainamide hydrochloride	Procaine amide hydrochloride	December 31, 1969	13247

Imports of butter oil and substances containing butter fat

THE BOARD OF TRADE have issued Notice to Importers No. 1238 which is supplementary to and should be read in conjunction with Notice to Importers No. 1215.

This states that the Board of Trade are prepared to consider applications for imports outside the quota of butter oil and substances containing butter fat for processing where it can be shown to the Board's satisfaction that the applicant has a contract with an overseas concern under which he is required to process the imports and to re-export the resulting products to the overseas concern in question.

Applicants will be required to produce documentary evidence demonstrating that they are entering into a contractual obligation which requires all imports to be processed and all the processed products to be re-exported to the person or persons abroad from whom the imports were obtained. Applicants must also satisfy the Board of Trade that the grant of a licence will enable them to undertake export business additional to that which they could otherwise have undertaken. The grant of a licence will be conditional on the applicant giving an undertaking as to re-exports and undertaking to make returns of usage.

Imports of cigars from the Dollar Area

THE BOARD OF TRADE have issued Notice to Importers No. 1240 announcing that the quota for imports of cigars from dollar sources other than Cuba in the calendar year 1969 will be repeated at £50,000 c.i.f. of which not more than £30,000 c.i.f. will be available for hand-made cigars.

Applications for licences from traders who received licences under the corresponding arrangements last year (Notice to Importers No. 1207) should be accompanied by a return of imports in the following form:

> 'The value of cigars originating in and consigned from the Dollar Area other than Cuba (as defined in paragraph 6 of Notice to Importers No. 1240) which were cleared through Customs by me/us acting on my/our behalf or by a clearing agent on my/our behalf from January 1, 1968, to December 31, 1968, was £........... c.i.f.
>
> Firm orders placed for delivery against my/our 1968 licence, but outstanding at this date, total £........... c.i.f.
>
> Signed ....
> Date .... Status ....
> (Owner, partner, company director or secretary)'

Applications will also be considered from newcomers who can give evidence of an interest in the cigar or tobacco importing trade.

Applications on form ILB/A should reach the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, not later than February 5, 1969. Page 1 should be completed; on page 2 only the desired value of the licence need be stated; on page 3 *and copies* only the applicant's name and address and the description of goods (cigars) should be entered.

All applicants for licences should, in addition, state in a covering letter the total c.i.f. value required and also how much of their requirement they would wish to use for hand-made cigars.

The Dollar Area, excluding Cuba, comprises: Bolivia, Canada, Columbia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Imports of rum from the Dollar Area

THE BOARD OF TRADE have issued Notice to Importers No. 1239 announcing that the quota for imports of rum from the Dollar Area will be at the unchanged level of £90,000 c.i.f. for the calendar year 1969.

Applications will be considered from accredited agents of overseas suppliers in dollar countries or from other importers who can establish a direct interest in the trade in rum.

Applications on form ILB/A should reach the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, not later than February 5. Page 1 should be completed; on page 2 only the desired value of the licence need be stated; on page 3 *and copies*, the applicant's name and address and the description of goods (rum) should be entered.

Exchange of staff between Board of Trade and Rootes Motors Ltd.

UNDER THE GOVERNMENT'S scheme to promote exchanges between civil servants and management executives in industry, an exchange has now been arranged between the Board of Trade and Rootes Motors Ltd. The appointments are for approximately two years in each case from January 1, 1969.

Mr. C. S. Inglefield, who has been with Rootes Motors Ltd. since 1960, and has held various appointments with them, including that of executive assistant to Lord Rootes (then managing director) has been seconded from their Management Organization and Systems Department to the United States desk in the Commercial Relations and Exports Department of the Board of Trade. Mr. Inglefield took an Honours Degree in Law and Economics at Trinity College, Cambridge. His place at Rootes is being taken by Mr. F. R. Mingay of Industries Division 1 in the Board of Trade.

Mr. Mingay joined the Ministry of Transport in 1962 (after work in teaching and hospital administration) and came to the Board of Trade in 1965. He has been latterly concerned with Government policy towards the textile industry. He is an Honours graduate in History of St. Catharine's College, Cambridge.

Note:

This exchange is a result of a scheme, now being organized by the Civil Service Department, to arrange exchanges of staff between the civil service and industry, commerce and other organizations. A similar direct exchange (between the Treasury and Lazard Bros. & Co. Ltd.), was announced on December 19, 1968 and a number of other moves are being discussed.

London Chamber announces export plans for 1969

THE LONDON CHAMBER OF COMMERCE is planning over 15 trade missions and 45 exhibits in overseas markets in the next 12 months, said Mr. William Luxton, director of the London Chamber, at a press conference last week. Mr. Luxton said that the success achieved by Britain's exporters during 1968 could be continued in 1969. Exports to the United States, Australia, the Common Market countries, Sweden, the Soviet Union, Japan and the Republic of Ireland had shown a tremendous expansion and the London Chamber was aiming to intensify British export efforts in these areas in 1969. Other markets to which the Chamber would be paying special attention would be Latin America and the Middle East.

The 15 trade missions to overseas markets would be a concerted drive to sell British goods and services. The markets to be visited include the Gulf States; the United States; Indonesia, the Philippines and Thailand; Nigeria, Ghana, Sierra Leone and the Canary Islands; France; Japan, Hong Kong and Taiwan; Spain; Bulgaria; Bermuda, Bahamas, Puerto Rico and the Virgin Islands; Rumania; Iran; Portugal; Latin America and the West Indies.

One feature of the coming year would be the tremendous increase in the work of the Chamber's Exhibitions Department. Since its setting up three years ago the Exhibitions Department had been highly successful in organizing over 80 overseas exhibitions. In 1968 it had organized 29 'joint ventures' with the Board of Trade which had won orders worth £20 million.

Forty-five 'joint ventures' were already planned for 1969, including seven British Engineering Weeks. The engineering events which the Chamber pioneered in Eastern Europe were to be extended to Caracas, Bogota, Kuala Lumpur and Singapore as well as Warsaw, Prague, Bucharest and Budapest. Further Engineering Weeks were being planned for Helsinki and Tehran in 1970.

New industry for Port Talbot

THE BOARD OF TRADE Advance Factory of 50,000 sq. ft. at Kenfig, near Port Talbot, has been allocated to the British Rototherm Co. Ltd., a member of the Melbray Group, with factories in South West London and in Nottingham where they employ a combined labour force of over 300 people on the production of a wide range of temperature gauges.

Approximately 20 per cent of the company's output is directly exported to over 70 countries and about a further 40 per cent goes as indirect exports.

The company plan to concentrate expansion in one factory and gradually to phase out some of their existing plants in London and Nottingham. Over 300 people, half of whom will be men, will be employed in the Advance Factory and further expansion is likely to lead to further employment in a few years' time.

Note:

The Advance Factory was authorized in June 1967 and was constructed by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

Forty-one Government Advance Factories have been authorized for Wales since speculative factory building recommenced in November 1964. Thirty of these have been completed or construction is approaching completion; nine are at earlier stages of construction and two are still in the preliminary stage.

Including the Kenfig factory, 27 factories have been let.

Bankruptcy and Companies (Winding-up) Proceedings

AN ACCOUNT showing the receipts and expenditure on account of 'Bankruptcy and Companies (Winding-up) Proceedings' during the year ended March 31, 1968, prepared in accordance with Section 15(1) of the Economy (Miscellaneous Provisions) Act 1926 has been published as House of Commons Paper 194. Copies can be obtained from HMSO, price 9d.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	December 16, 1968	
879,557	Standard Telephones & Cables Ltd.	Improvements in method and apparatus for joining electric conductors.
908,671	Regie Nationale des Usines Renault	Hydraulically operated clutches.
920,642	Regie Nationale des Usines Renault	Torsional vibration dampers.
975,505	Regie Nationale des Usines Renault	Methods of preparing casting moulds.
980,582	Regie Nationale des Usines Renault	Centrifugal clutches.
989,655	Societe d'Electricite Mors	Temperature monitoring means.
1,002,356	Kleinewefers G.m.b.H.	A method of and apparatus for producing thermoplastic sheet.
1,004,378	Brown Boveri & Company Limited	Gas blast circuit breaker of the dead tank type.
1,005,772	Brown Boveri & Company Limited	Gas blast circuit breakers.
1,010,036	Comissariat a l'Energie Atomique	Improvements relating to welding apparatus.
1,050,388	Glaverbel	Improvements relating to the heat-treatment of glass sheets.
1,058,024	Glaverbel	Cathodic volatilization coating process and apparatus.
1,065,169	Glaverbel	Method of uniting glass sheets.
1,066,549	The Carborundum Company	Refractory bodies and compositions and methods of making the same.
1,088,256	Continental Electronics Manufacturing Company	Automatic tuning device.
1,094,331	Glaverbel Societe Anonyme	Plant for manufacturing flat glass.
	December 17, 1968	
1,044,479	Continental Electronics Manufacturing Company	Amplitude modulation.
1,044,589	Regie Nationale Des Usines Renault	Improvements relating to synchronous hydraulic devices for driving two windscreen wipers.
1,048,793	Continental Electronics Manufacturing Company	Automatic positioning device.
	December 18, 1968	
792,294	Standard Telephones and Cables Ltd.	Intelligence storage equipment.
813,792	Standard Telephones and Cables Ltd.	Record tape containers and lathe declared.
831,630	Standard Telephones and Cables Ltd.	Television apparatus.
894,986	Standard Telephones and Cables Ltd.	Code converters.
906,537	Standard Telephones and Cables Ltd.	Transistorized imput stage for radio receivers with several wave ranges.
1,040,314	Continental Electronics Manufacturing Company	Beam type electron tubes.
1,059,770	Continental Electronics Manufacturing Company	Apparatus for cooling electrical resistive elements.
776,090	S.A. De Aplicationes Sanitarias	Improvements in bath apparatus for multiple uses.
995,933	Polycontact A.G.	Snap action electric switches.
1,037,758	Solvay & Cie	Improved chlorinated polyvinyl chloride based compositions and uses thereof.
1,046,177	Elektroakusztikai Gyar	Dynamic vibrating coil microphone and a method of tuning the same.
1,055,404	Solvay & Cie	Process for the polymerization and copolymerization of olefines.
1,117,703	Bowmans Chemical Limited	A method of removing surface coatings from metal surfaces using cleaning solutions.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office, London.

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Aviation and Shipping

Coastal pollution: Government's reply to Report of the Select Committee

THE GOVERNMENT replied in a White Paper published on January 14 ('Coastal Pollution,' Observations on the Report of the Select Committee on Science and Technology. Cmnd. 3880. Published by HMSO. Price 2s. 3d.) to criticism by the Select Committee on Science and Technology of action taken during the Torrey Canyon emergency in 1967 and of the alleged lack of preparation by successive Governments to deal with oil pollution.

'Much of the criticism is ill-founded,' says the White Paper, but the Committee's report, published in July 1968, under the title 'Coastal Pollution', 'contains a wide-ranging and useful review of oil pollution problems'.

The purpose of the White Paper is to review the action taken up to the time of the disaster, to describe what was done during the emergency itself, and to set out the arrangements which have been made for research and other purposes.

It says that, in respect of measures to deal with oil pollution generally, the record of the United Kingdom can stand comparison with that of any other country. The emergency measures taken to deal with the pollution caused by the stranding of the Torrey Canyon were as efficient as those which any other country could have mounted.

It ends by saying that the stranding of the Torrey Canyon 'marked the opening of a new chapter in the endeavours of this and other countries to deal with the problem of oil pollution . . . How rapidly we can exploit this new situation depends on how fast other countries are willing to move in considering legal and technical problems of great complexity. In the research which we ourselves control, speed depends on the resources which we are willing to devote to this particular group of problems. . . . The Government will continue to give close attention to the problem of coastal pollution'.

New runway extension opened at Manchester Airport

A 1,100 FT. EXTENSION to make the main runway 9,000 ft. long was officially opened at Manchester Airport on January 7 by the city's Lord Mayor, Alderman Harold Stockdale. The extension means that the airport, which is owned by Manchester Corporation and is the second busiest in Britain, can now handle the biggest transatlantic jets to take-off fully loaded without need to re-fuel.

The extension cost £2,189,000 sterling and was completed in one year 10 months – eight weeks ahead of schedule. It included the re-routing of a major road through a tunnel with the main runway now above it.

Manchester Airport, which is in the Cheshire countryside a few miles outside the city, is one of the most modern in Europe and can handle up to three million passengers a year. Freight traffic is expanding above Britain's national average with an increase of 21 per cent in the last two years. Last year 37,000 tons of freight and mail passed through the airport. By the mid-1970's the figure is expected to be 250,000 tons a year.

The airport serves one of the most highly concentrated industrial areas of the world, but is yet within a two-and-a-half hour car run of the heart of the English Lake District.

Leading citizens welcomed the latest expansion at a time when they are trying to attract more international conferences to Manchester and other parts of North West England.

Alderman Harold Stockdale, Lord Mayor of Manchester, officially opened the 1,100ft. extension to Manchester's 06/24 runway on January 7. The runway is now 9,000ft. long. From right to left here are Alderman Sir Lionel Biggs, chairman of the Airport Committee; Alderman Harold Stockdale, with Mrs. Stockdale, the Lady Mayoress, and Mr. George Harvey, the airport director.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

BILLINGHAM:

Queensway House. West Precinct,
Town Centre, Billingham. Teesside.
Tel.. 0642 53677 Telex 58608
Answer Back: INGRA BILLHAM.

BOOTLE:

St Peter's House,
Stanley Precinct, Bootle,
Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:

24-26 Newport Road, Cardiff, CF2 1SY.
Tel.: 0222 42611. Telex: 49538
Answer Back: INGRA CARDIFF.

GLASGOW:

Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:

Colman House, Victoria Avenue,
Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location of Sale	Auctioneers
Jan. 21-23 (incl.)	**Miscellaneous stores . . . . .**	**Lido Ballroom, Winchester, Hants. . .**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)**

Machine tools including centre and medium and heavy duty lathes; portable electric drills; shapers; chain saws; tool grinders; planing and thicknessing machines; power hacksaws; grinding, shearing and woodworking machines; drilling machines, etc.; water tube boiler; multifire tubular type vertical steam boiler; concrete mixer; air compressors; motor generators; electric motors; punch card equipment; various electronic valves; telephone sets; bearings, various; used tyres; scrap metals; 765 gallons brake fluid; wooden boxes and crates; clothing, furniture and kitchenware.

Jan. 29 .	**Miscellaneous stores . . . . .**	**Auctioneers' premises . . . . . .**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292.)**

Machine tools including pedestal, vertical and radial drills; horizontal boring machines; planing and milling machines; turret, capstan and wood turning lathes; engraving machines, etc.; Ford V8 and B4 engines; radar equipment; charging sets; lifting jacks and miscellaneous motor vehicle spares; batteries; small tools; textiles; clothing and footwear; kitchenware; mixed rags; old tentage; webbing and large quantities of general stores.

Feb. 4 .	**Miscellaneous stores . . . . .**	**Central Ordnance Depot, Bicester, Oxon. .**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.)**

Large quantities of motor vehicle spares; scrap aircraft and MT tyres; single-acting pile hammers; Smiths anvils; miscellaneous tools and wooden tool boxes; wooden extension ladders; 9 tons plastic insulating composition; 10 Mikroma 16 mm miniature cameras with Meopta Mirar f/3.5 lens with leather case and 10 take-up feed cassettes; clasp knives; firefighting equipment; sisal and manila rope; bleaching powder; various paints; pocket watches; furniture including fold flat forms and chairs; bedside cabinets; easy chairs; wooden industrial lockers; various tables; miscellaneous kitchen equipment; clothing and textiles including women's overalls; vests and drawers; socks; KD shorts; jerseys; greatcoats; white calico and dress shirts; leather wellington boots; drill jackets and trousers; rubber knee boots; BD blouses; sea kitbags; GS haversacks Mk. 7; firemen's blue trousers and blue double-breasted tunics; canvas water bottles; hessian; woollen rags; scrap rubber, etc.

Feb. 12 .	**Aircraft equipment, miscellaneous stores .**	**The County Hall, Botchergate, Carlisle .**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. 26292.)**

Aircraft instruments and spares including auto pilot gyro units, air blowers, altimeters, air speed indicators, fuel tanks, etc.; electronic valves; oscilloscopes; Avery weighing scales; 10 Mikroma 16 mm miniature cameras with Meopta Mirar f/3.5 20 mm lens with leather case and 10 take-up feed cassettes; electronic multimeters; 2- and 4-way pallets; rack assemblies; various power units; electric cable; electric motors; hand tools; GS haversacks; motor transport spares; machine tools; bandoliers; various hosing, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

NISSEN HUTS

100 NISSEN HUTS 16 ft. by 36 ft. and 18 of 24 ft. by 66 ft. are to be sold at the Ministry of Defence auction sale to be held at WINCHESTER on January 21-23, 1969. Catalogues, price 1s. 0d. (postal order only), available from the auctioneers, Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

SALE BY TENDER

MACHINE TOOLS

Bench drills; internal, surface, universal and tool grinders; gear grinders; capstan and centre lathes; horizontal and vertical millers; presses; spot welders; collant separators; electric furnace; ultrasonic vacuum cleaning unit, etc. Located at Radway Green and Byley, Cheshire. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. February 6, 1969.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Stores	Location of Sale	Auctioneers
Jan. 29 . 10.30 a.m.	Miscellaneous furniture and equipment .	Ministry of Public Building and Works, Supplies Division Clearing Store, Burnett, Nr. Keynsham (Bath-Bristol Road).	Messrs. Lalonde Ltd., 71 Oakfield Road, Bristol 8.

View Day – Day preceding sale (9.0 a.m.-4.30 p.m.). Catalogues direct from the Auctioneer, price 1s. 6d. each.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

SHIRLAW, ALLAN & CO., Auctioneers, Hamilton.

A. & J. MAIN & CO., LTD.

(In Creditors' Voluntary Liquidation).

Important Three Days' Sale of Constructional Engineering and Welding Plant and Machinery, Machine Tools, Small Tools, Overhead Travelling Cranes and Runways, Mobile Cranes, Electric Motors and Switchgear, 65-tons Bolts, Nuts, Washers and Rivets, 550-tons Steel Sections and Plates, 50-tons Fencing Bars, Large Quantity Roofing Material, Heavy Scrap Machinery, Ferrous and Non-Ferrous Scrap, etc.,

AT

CLYDESDALE IRON WORKS, HAWTHORN STREET, POSSILPARK, GLASGOW, N.2.

on Tuesday 28th, Wednesday 29th, and Thursday 30th, January, 1969

at 10.30 a.m. prompt each day.

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from the Liquidator, John A. G. Kerr, Esq., C.A. (Messrs. Thomson McLintock & Co.), 216 West George Street, Glasgow, C.2, to Sell, by Auction, as above.

ON VIEW MONDAY, JANUARY 27, 1969, from 9 a.m. to 4 p.m. and DURING SALE.

CATALOGUES (PRICE 2s. 6d.), FROM AUCTIONEERS.

Hamilton, January, 1969. Tel. No. Hamilton 23063.

By Direction of R. A. Haigh, Esq., F.C.A.,
Receiver & Manager

Re: Penney, Porter, Nicholson Ltd.
Group of Companies

Important Sale by Auction at

OUTER CIRCLE ROAD, LINCOLN

Thursday & Friday, 30th & 31st JANUARY, 1969

LINCOLN

1150 LOTS of MACHINE TOOLS, EQUIPMENT AND PLANT USED IN

AGRICULTURAL, MECHANICAL, STRUCTURAL & ELECTRICAL ENGINEERING; OVERHEAD CRANES & FORK LIFT TRUCKS; NEW AGRICULTURAL IMPLEMENTS & CORN DRYING EQUIPMENT; LARGE QUANTITY AGRICULTURAL IMPLEMENT, ELECTRICAL & GENERAL ENGINEERING SPARES;

30 MOTOR VEHICLES; 70 TONS OF STEEL

OFFICE & DRAWING OFFICE EQUIPMENT

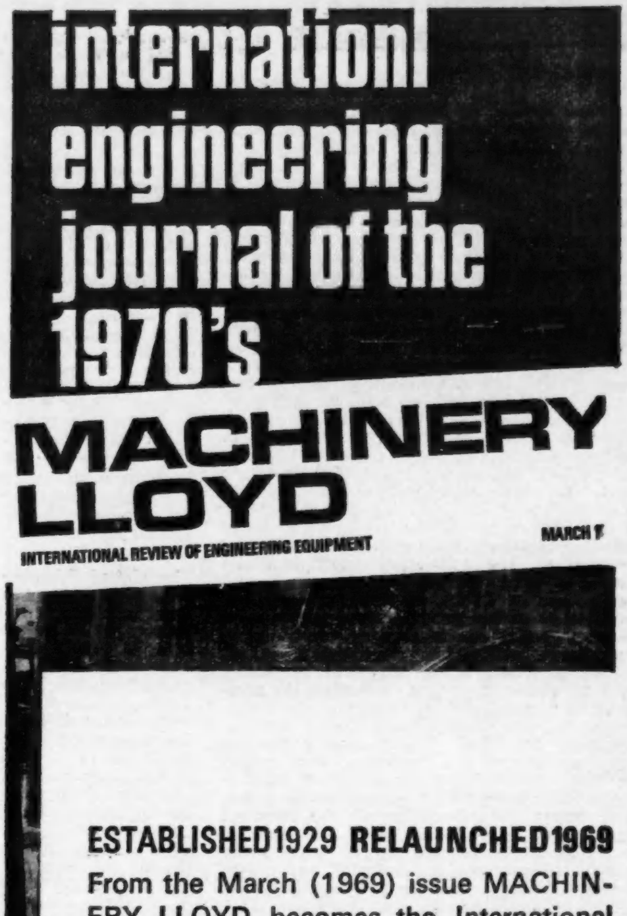
also lying at

TRENT IRONWORKS, NEWARK, NOTTS.

2 Sklenor Tilting Furnaces, 1965/6; Jackman Pin Lift; 4 Morris Overhead El. Cranes 2—6T; Jib Crane; Generator; Platform Scales, 3T; &c.

At 10.30 a.m. prompt each day.

View: 27th, 28th and 29th January and on mornings of sale.
Catalogues: 2/- each from Shouler & Son, Auctioneers, 1 Norman Street, Melton Mowbray. Tel. 3081/2.


international engineering journal of the 1970's
MACHINERY LLOYD
INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT
MARCH 1

ESTABLISHED1929 RELAUNCHED1969

From the March (1969) issue MACHINERY LLOYD becomes the International engineering journal of the 1970's presenting, in a modern and concise form, technical details of new and improved products currently available to users of mechanical, electrical and constructional engineering equipment.

Practical descriptions of a great variety of equipment in an easily read style and layout sustain interest from cover to cover, while the introduction of readers' service cards, a brand new buyers' guide and the extension of the well-known "Business Opportunities" section emphasise the basic function of the new MACHINERY LLOYD—to develop international trade within the engineering industry.

**For further information contact D. Nye, Manager,
Machinery Lloyd, 161-166 Fleet Street,
London, E.C.4. Telephone 01-353 5011**

New Books

Regional Policy in EFTA: an Examination of the Growth Centre Idea. European Free Trade Association. (232 pages. Oliver and Boyd. £1 15s.) In 1965 the EFTA Economic Development Committee recommended that a study group should be set up to consider the policy, practice and experience of the EFTA countries in respect of growth centres, with special regard to their essential characteristics, to their effect on the remainder of the regions and to the relative ratios of infrastructure costs in relation to various sizes of community. This task was undertaken by a working party under the chairmanship of Mrs. P. B. M. James, an Assistant Secretary in the Department of Economic Affairs, and comprising an administrative group of officials and an academic group of specialists in aspects of regional development problems, whose chairman was Professor T. Wilson of the University of Glasgow. The present volume contans the report of the working party, and three study papers contributed by Kevin Allen of the University of Glasgow and Tormod Hermansen of the Norwegian Regional Development Fund, who were commissioned as consultants. The first study paper examines concepts, causes of regional imbalance, and the nature of EFTA regional problems and policies. It defines growth centre policy as 'a location policy which aims at concentrating investment and other development efforts within a given region, so as to provide a regional centre of gravity, to increase the prospects of securing external economies for industry and to gain economies of scale in infrastructure provision'. The second paper, on growth centres and growth centre policy, includes a discussion of the policy as found in operation in each EFTA member country. Service trades and growth centres are discussed in the third paper, which provides a thorough analysis of the demand for services by the individual consumer and industry, and of the supply of services and the influence of service centre structure on regional economic development. The working party's report concludes that growth centre policy is an important instrument for regional development, and stresses the need for more research to be undertaken into several aspects of growth centres. Also contained in the book, as annexes, are case histories of Cumbernauld New Town and Kongsvinger (a designated growth centre in Norway), which were visited by the working party, and a select bibliography. This volume should be of interest to all who are concerned with study or practice in the field of regional development. It is published as Occasional Paper No. 10 in the *University of Glasgow Social and Economic Studies* series.

Sources of Statistics, by Joan M. Harvey. (100 pages. Clive Bingley Ltd. 25s.) Recent government steps to improve official statistics such as the establishment of the Business Statistics Office (developed out of the existing Board of Trade Census Office) emphasise the the increasing importance of this form of economic information. This new survey is therefore a helpful guide to the major statistical publications of the United Kingdom, the more important United States publications and those of the various international organizations. The material is grouped under ten different headings: population, vital statistics and migration, social, education, labour, production, trade, finance, prices, transport and communications and tourism. For each publication noted, the title, publisher, date, and a brief description are given, but the price is omitted. Although primarily written for reference librarians and library students (the author is a lecturer at the Loughborough School of Librarianship), this book will also be useful to market researchers and businessmen who require some idea of where to look for statistical data. Most of the publications mentioned can be consulted in the Board of Trade Statistics and Market Intelligence Library, which is open to the public Monday to Friday, 9-5.30, at Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 368.

A Report on Machinery Syndicates 1968, by G. D. Robinson. (42 pages. Available free from Agricultural Co-operative Association Ltd., 25-31 Knightsbridge, London SW1.) This report was sponsored by the Agricultural Co-operative Association supported by the Federation of Syndicate Credit Companies, with a grant from the Central Council for Agricultural and Horticultural Co-operation, to examine the factors retarding the growth of machinery syndicates and help plan development in the future. Syndication of machinery on a formal basis was established in 1955, and by the end of 1967 there were 1,102 syndicates in existence. Overall, progress has been steady, but geographically the development of schemes has been uneven. As a first step a review was undertaken to determine the present national position and this report carries the results of the survey, with conclusions and recommendations for future action.

The United Kingdom Paper Making Industry as a Market for Chemicals. (240 pages. Business Intelligence Services Limited, Newland House, 139 Hagley Road, Edgbaston, Birmingham, 16. £650.) This report has been prepared by the Chemicals and Plastics Unit of Business Intelligence Services Limited for the senior managements of companies manufacturing and marketing chemicals to the paper and board industry. According to the introduction the main objective of the report is to help participating companies plan their production and marketing policies in ways which will ensure that they achieve, and retain, a growing and profitable level of sales. It therefore provides detailed information on the present and future consumption patterns of the major paper making chemicals and quantities present consumption by end use, explaining the technical and commercial factors which will affect future demand. The investigation began with a literature search, and was followed by extensive fieldwork involving 150 personal interviews covering paper and board mills, chemical manufactures, machinery and ink makers, and research associations. The report which is in four parts covers chemicals used in the production of newsprint, mechanical printings, other printings and writings, etc., but not wrapping papers or boards other than cartons boards, nor does it include speciality papers. Part 1 deals with industry structure and prospects; Part 2 with products and processes and Part 3 with marketing. Where a chemical company is known in the market, the unit can produce a confidential report on that particular company's performance, and where appropriate these image reports form Part 4 of the survey (as separate documents) and are provided within the overall cost.

Top Management, by Paul E. Holden, Carlton A. Pederson and Gayton E. Germane. (281 pages. McGraw-Hill. £4 4s.) This book presents the findings of an extensive study of the top management practices of fifteen large industrial corporations in the USA. It is, in large measure, a follow-up of a prior study conducted more than a quarter-century ago under the title *Top Management Organization and Control*. The first chapter summarizes the results of the study and the conclusions reached. Each of the next ten chapters deals with one or more of the involvement areas setting forth the current best corporate practices which are currently followed, highlighting the significant changes since the earlier study, and suggesting probable trends over the next decade. The last chapter is an analysis of the educational and career patterns of 310 high-level executives of the participating companies.

The Business Executive: A Guide to Effective Performance in Business, by H. R. Light. 2nd edition. (160 pages. Pitman. 21s.) This publication is intended to help those preparing for the Higher National Certificate in Business Studies and for professional examinations involving principles of management and human relations, and is also a handbook for those attending executive development courses.

Industry and Government, by Sir Richard Powell. (15 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London, S.W.1. 5s.) The author was formerly Permanent Secretary at the Board of Trade and he draws upon his wide experience in this third Sir George Earle memorial lecture.

The Board of Inland Revenue has just revised some publications on the capital gains tax, which are obtainable free of charge from the offices of HM Inspector of Taxes. **Capital Gains Tax.** C.G.T.8. (125 pages). This is a comprehensive pamphlet and explains the capital gains tax provisions of the Finance Act 1965 as amended by the Finance Acts 1966, 1967 and 1968. Other publications include **Capital Gains Tax: Individuals – Rate of Tax, Alternative Basis of Charge and Exemption for Small Gains.** C.G.T.3. (2 pages), and **Capital Gains Tax: How to Calculate Your Gains.** C.G.T.1. (5 pages).

The Demand for Fuel, 1948-1975: a Submodel for the British Fuel Economy, by K. Wigley. (139 pages. Chapman & Hall. £1 10s.) This volume is number 8 in the *Programme for Growth* series, published on behalf of the Department of Applied Economics, University of Cambridge. The treatment is mainly mathematical. The work carries demand projections for fuels to 1975, and it does so on varying assumptions about the speed of exploitation of North Sea natural gas. These projections are also compared with the forecasts made in the Government's white paper, *Fuel Policy* (Cmnd 3438).

P. & D. Overseas Newspapers and Periodicals Guide Book. Vol. 1, Markets in Europe. 2nd edition. (416 pages. Publishing and Distribution Co. £2 10s.) This contains details of over 3,000 newspapers and periodicals throughout the world. It will be kept up to date by the publication of amendments in each issue of *Pubdisco News*.

Other Publications

Annual Report 1967-68. Rural Industries Bureau. 38 pages. Available from Council for Small Industries, 35 Camp Road, Wimbledon Common, London SW19.

Annual Report 1967-68. Rural Industries Loan Fund Ltd. 18 pages. Available from Council for Small Industries, 35 Camp Road, Wimbledon Common, London SW19.

Chemical Industry Directory and Who's Who 1969. 47th edition. Chemical Age. 439 pages. Benn Brothers. £5.

Skinner's Cotton and Man-Made Fibres Directory of the World 1969. 696 pages. Thomas Skinner & Co. (Publishers) Ltd., St. Alphage House, Fore Street, London EC2. £5.

Trade Mission to Poland and Rumania 16th -27th September, 1968. 10 pages. Available from Slough and District Chamber of Commerce and Industry (Incorporated), 2 Bath Road, Slough, Bucks.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected Components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (a)	133	171	165	132	101	173	130	166	203	186	+104(a)	— 40	—30	+10
1967															
1st quarter	133	132	167	161	129	100	167	130	163	192	179	+ 32	— 15	— 7	+14
2nd quarter	133	133	169	162	129	100	176	136	174	200	185	+ 45	+ 8	—11	+14
3rd quarter	134	133	173	166	132	102	174	128	164	207	190	— 25	— 11	—16	—20
4th quarter	134 (a)	135	174	170	135	104	174	128	163	211	192	+ 59(a)	— 22	+ 5	+ 2
1968															
1st quarter	137 (a)	137	179	176	140	106	178	125	183	210	194	—119(a)	—140	+ 7	+46
2nd quarter	135	138	181	170	130	102	174	125	168	216	190	+ 90	+ 59	+15	Nil
3rd quarter	138	140	184	175	134	103	176	131	181			+ 72	+ 33	+17	+ 5
1968															
May		139				100									
June		139				103									
July		140				102									
August		141				104									
September		139				102									
October		139*				103									
November						106									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices: Index†	% change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1968					123·5*	141·0*		543	189		206*	190*	
1967													
1st quarter	149	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	146	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	+ 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	481	—175
2nd quarter	138	125	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	122·1	141·6	187·5	580	182		209	196	— 80
4th quarter					123·7*	142·1*		533	210		211*	199*	
1968													
May	140	123	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138	123*	125·5	+5·3	121·9	141·6	186·9	580	180		210	188	
August	139	126*	125·7	+5·7	121·8	141·6	187·5	585	179		209	199	
September	138	128*	125·8	+5·9	122·5	141·7	188·0	575	186		208	201	
October	139*	125*	126·4	+5·6	122·9	141·9	188·3	551	195		210	194	
November			126·7	+5·2	123·8*	142·1*	189·4	529	211		217	207	
December					124·5*	142·2*		520	225		207*	196*	

*Provisional. †Not seasonally adjusted. (a) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom trade in December

Exports

EXPORTS IN DECEMBER were £532 million, seasonally adjusted. This brings the fourth quarter average to £540 million a month, 2 per cent above the high level of £531 million a month in the third quarter, and 10 per cent above the level of £490 million in the second quarter.

Exports in recent months have continued their upward trend and this is reflected in the three monthly averages shown in the accompanying tables (see Note (a)). (The slight fall between the November and December averages reflects the fact that the December total was below the high rate in September.)

The total for December was affected by very low exports of diamonds (reflecting the timing of sales to the trade); the total for 'other manufactures', of which diamonds form an important part, was £9 million less in December than in November. In addition, deliveries of ships and aircraft, while remaining high, fell back from their exceptional level in November.

In the year 1968 exports averaged £514 million a month, 23 per cent higher in terms of sterling than in 1967. This comparison to some extent exaggerates the increase between the two calendar years, because of exports delayed by the dock strikes in 1967. On the other hand, a year on year comparison cannot fully bring out the strong underlying expansion of exports in the course of 1968. In the fourth quarter of 1968 exports were 27 per cent higher in terms of sterling than in the middle two quarters of 1967 before exports were significantly affected by the dock strikes; in terms of dollars the rise was 9 per cent. The volume of exports increased by 15 per cent between these two periods, equivalent to an annual increase of about 11 per cent, three or four times the average rate in the previous decade.

There has been strong growth in recent months in exports to Western Europe, in particular in those to the EEC countries, which were 6 per cent higher in the fourth quarter than in the third. After rapid growth in the third quarter, deliveries to EFTA countries fell slightly in the fourth quarter; deliveries to the rest of Western Europe increased sharply. Exports to the United States fell by 6 per cent in the fourth quarter from the high level reached in the previous quarter when shipments were being brought forward in anticipation of the dock strikes which started there in late December. These strikes, together with some holding back of exports in advance of the reduction in United States' import tariffs from January 1, might have played some part in the fall of £5 million in exports to that country in December. There has been strong growth in our exports to the Irish Republic, but exports to the sterling area in total have shown no further growth in recent months. Deliveries to the Soviet Union and Eastern Europe and to Latin America increased sharply in the fourth quarter; exports to these areas were 12 and 18 per cent higher than in the previous three months. Exports to the rest of the world maintained the high levels reached in the middle of the year with a continuing contribution from deliveries of aircraft.

Within the commodity pattern of exports, deliveries of beverages

Table 1A. United Kingdom Trade – seasonally adjusted

£ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 8
1967	419	536	533	15	—45
1968*	514	658	646	18	—59*
1966 1st quarter . .	412	508		16	—23
2nd quarter . .	397	492		16	—33
3rd quarter . .	428	513		15	—19
4th quarter . .	446	470	469	17	+43
1967 1st quarter . .	451	526	525	16	— 6
2nd quarter . .	428	530	525	15	—37
3rd quarter . .	420	519	515	16	—26
4th quarter . .	376	571	566	15	—111
1968 1st quarter . .	497‡	647	641	18	—65
2nd quarter . .	490‡	642	634	17	—75
3rd quarter . .	531‡	667	654	19	—49
4th quarter* . .	540	675	654	19	—46*
July . . .	511‡	672	665	19	—84
August . .	539‡	668	649	19	—29
September . .	545‡	662	651	17	—34
October . . .	527‡	672	665	19	—68*
November . .	562‡	692	651	19	—16*
December* . .	532	662	646	17	—55*
July-September .	531	667	654	19	—49*
October-December*.	540	675	654	19	—46*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).

*Provisional estimates. ‡Revised estimates.

Table 1B. Three monthly averages (a) – seasonally adjusted values

£ million per month.

1968 January . .	430	604	599	16	—84
February . .	483	632	626	18	—55
March . . .	497	647	641	18	—65
April . . .	493	658	651	17	—83
May . . .	488	656	648	17	—88
June . . .	490	642	634	17	—75
July . . .	497	649	640	17	—74
August . . .	515	652	641	18	—55
September . .	531	667	654	19	—49
October . . .	537	667	655	18	—44*
November . .	545	675	656	18	—39*
December* . .	540	675	654	19	—46*

*Provisional estimates.

(a) Average of month shown and two preceding months (see note (c)).

Table 1C. Recorded values

£ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.
		Total	Exl. US military aircraft	
1966 1st quarter . .	422·2	514·9	514·9	16·9
2nd quarter . .	399·4	498·0	497·9	16·3
3rd quarter . .	400·9	499·7	499·5	14·1
4th quarter . .	469·8	469·6	469·1	17·4
1967 1st quarter . .	444·8	536·5	535·4	15·4
2nd quarter . .	446·1	540·1	534·9	15·7
3rd quarter . .	395·0	507·8	503·9	14·7
4th quarter . .	389·4	562·8	558·0	15·8
1968 1st quarter . .	501·2	664·2	657·7	18·8
2nd quarter . .	503·0	645·6	637·1	17·0
3rd quarter . .	504·0	648·9	636·5	17·8
4th quarter* . .	549·5	673·5	652·3	17·9
October . . .	518·0	717·8	711·1	19·3
November . .	605·9†	685·5†	644·6	19·7
December* . .	525·5	624·2	608·3	18·4

*Provisional estimates. †Revised estimates.

and tobacco were down on the high levels in the third quarter, which had been augmented by the speeding up of deliveries to the United States. Exports of machinery showed little change, but deliveries of road motor vehicles fell by 6 per cent in the fourth quarter. Deliveries in 'other transport equipment', primarily ships and aircraft, increased strongly in the fourth quarter, and were £10 million a month higher than in the previous three months. Exports of 'other manufactures' rose slightly in the fourth quarter despite the low diamond figure recorded in December.

Imports

Imports in December were £646 million (seasonally adjusted and excluding United States military aircraft); including these aircraft, the total was £661 million. The December total brought the average for the fourth quarter to £654 million a month (excluding United States military aircraft), the same as in the third quarter. The three monthly averages in the accompanying tables show that after the rapid rise in the early months of 1968 following devaluation, imports have remained more or less level except for temporarily lower arrivals in June which affected the run of three monthly averages up to August. The averages since September have remained in the narrow range of £654 million to £656 million and about 1 per cent higher than the average of £648 million in the three months up to May.

It is too early to assess the effect on imports of the import deposit scheme introduced on November 27, and affecting the majority of semi- and finished manufactures. Among categories covered by the scheme, arrivals of beverages, chemicals and finished manufactures were lower in December compared with November, by £1 million, £5 million and £5 million respectively. The December total of finished manufactures, however, included ships valued at £8 million (after low figures in earlier months) and these are not subject to import deposits, so that finished manufactures within the coverage of the scheme would have been lower in December by some £12 million after allowing for seasonal factors. On the other hand, there may have been some anticipatory arrivals of imports in November between the time of the scheme's announcement and its introduction.

Import deposits collected by HM Customs up to the end of December totalled £77 million. This total is, of course, for a seasonally low period, which includes the Christmas holiday and it is too early to tell whether this rate will be representative of deposits in later months.

Over the year 1968 as a whole, imports averaged £646 million a month, 21 per cent higher than in 1967, although some small part of this rise was due to imports delayed by the dock strikes in 1967. By the fourth quarter of last year, imports had risen by 26 per cent compared with the middle two quarters of 1967, with 14 per cent accounted for by higher prices and 11 per cent due to a higher volume of arrivals (equivalent to about 8 per cent at an annual rate). This increase in volume occurred against a background of substantial growth in gross domestic product, which rose by about 4 per cent between the third quarter of 1967 and 1968 and a marked recovery in stockbuilding.

Within the commodity pattern of trade, imports of foodstuffs were about 5 per cent (£7 million a month) higher in the fourth quarter of 1968 compared with the previous quarter, while other broad groups of commodities were either practically unchanged or a little lower. In the area pattern of trade, imports from Western Europe rose but deliveries from North America (excluding United States military aircraft) were lower, as were arrivals from the sterling area.

Visible trade balance

The visible trade deficit in December was £55 million, seasonally adjusted and excluding United States military aircraft. The increase compared with November reflected partly the movements in the export and import figures but also an increase of £12 million in debits among the adjustments to a balance of payments basis, most of which represented ships built and delivered abroad to United Kingdom owners.

This gave an average deficit of £46 million a month in the fourth quarter compared with £49 million a month in the third quarter, £75 million in the second quarter and an average of £88 million a month in the two preceding quarters. The average for the year 1968 as a whole was £59 million a month. The accompanying tables of three monthly averages also show that despite the large fluctuations in the monthly figures, the general trend in recent months has been for a reduction in the deficit.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. In the first nine months of last year, partly reflecting the effects of devaluation, the surplus on invisibles rose to £27 million a month on a seasonally adjusted basis; in the third quarter it averaged £34 million a month. (the latest figure available).

The third element making up the full current account is payments for United States military aircraft. These payments, which differ from the value of arrivals, have averaged £10 million a month in the first nine months of last year, and £7 million a month in the fourth quarter, and have been made largely out of corresponding loans from the Export-Import Bank which are included as a credit in the capital account of the balance of payments.

Notes:

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends.*

(c) *Three monthly averages of trade figures*

The sequence of individual monthly figures, even when seasonal influences have been allowed for, it usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly averages give a quite good short-term guide and have the merit of simplicity.

Cinema admissions and takings in October

DURING OCTOBER, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 4.70 million and the weekly average of gross box office takings was £1.20 million.

'Monthly Digest of Statistics': December 1968

THE DECEMBER issue of the *Monthly Digest of Statistics*, which was published on January 10, contains the first estimates of total consumers' expenditure in the third quarter of 1968, prepared by the Central Statistical Office. Consumers' expenditure in the third quarter, at 1958 prices seasonally adjusted, rose by over 2½ per cent compared with the previous quarter. Expenditure in the second quarter had fallen sharply following the earlier heavy pre-Budget buying; and expenditure in the third quarter was nearly 1 per cent lower than the average quarterly rate in the first half of 1968.

Import deposits

The December issue of the *Monthly Digest of Statistics* also includes for the first time figures of receipts of import deposits, which had amounted to £2.7 million by the end of November 1968. The table on Customs and Excise duties (Table 146 of the December issue) will in future contain these figures regularly each month in a separate column.

Industry's capital expenditure in the third quarter of 1968

Revised estimates of industry's capital expenditure for the third quarter of 1968 show an increase in manufacturing industry's investment of 5 per cent over the level of the previous quarter at 1958 prices seasonally adjusted and virtually no change in the level of expenditure by the distributive and service industries. The seasonally adjusted figure of total investment in the quarter at 1958 prices was the highest ever recorded in this series but it was strongly influenced by the abnormally high figure for the shipping industry.

Manufacturing industry

The rise of 5 per cent in manufacturers' capital expenditure, in volume terms and seasonally adjusted between the second and third quarters of 1968 was a little larger than the rise (of 3 per cent) estimated at the provisional stage. It confirms, and strengthens, the possibility that the underlying trend had begun to turn upwards though, as was noted earlier, the quarterly series can move irregularly. Compared with a year earlier, investment in the first half of 1968 was 6 per cent lower than in the first half of 1967 but in the third quarter 3 per cent above the level in the third quarter of 1967. Within the overall picture the trend of investment in the different industry groups for which figures are shown in Table 2 has varied. In the food, drink and tobacco industries capital expenditure rose strongly in 1967 and continued to rise in 1968. Expenditure by the mineral oil refining industry is strongly cyclical; 1967 was a peak year of expenditure, in connection with various refinery projects, and though the figures for the first and second quarters of 1968 were lower there was a return to the peak level in the third quarter. After large investment in 1966 capital expenditure by the chemical industry was reduced in 1967 and in 1968 appeared to be levelling out. The metal manufacturing industry (largely iron and steel) has, since the last major expansion in the earlier sixties, been recording a lower level of investment which has continued into 1968. Investment by the engineering, shipbuilding and metal goods group of industries was probably rising in the third quarter of 1968 after the lower levels recorded in the early part of the year and in the second half of 1967. The vehicles industry also increased its investment in the third quarter of 1968 after some decline in the previous quarters. In the textiles, leather and clothing industry there had been a steady decline since the peak reached in 1966 but the figures for 1968, allowing for irregularities, suggest that expenditure had been rising a little. The paper, printing and publishing industry, however, continued during the first three quarters of 1968 to show declining investment; in this group there had been a steady decline since 1965.

Expenditure on each of the three categories of assets rose between the second and third quarter of 1968 (at 1958 prices, seasonally adjusted). In the case of new building work this increase followed a strong rise in the second quarter of the year.

The quarterly series for manufacturing industry's capital expenditure have been revised following the publication of the results of the 1967 Census of Production (*Board of Trade Journal*, December 20, 1968). This has affected not only the figures for 1967 but also the figures for the quarters of 1968 as these are linked to expenditure in 1967 using the experience of the voluntary contributors.

Distributive and service industries

In this sector wholesalers' investment continued at a slightly lower level than in 1967. Retailers' capital expenditure, 1958 prices seasonally adjusted, was high in the first quarter but fell in the second and third quarters. There was a slight rise in the expenditure of 'other industries'; contributing to the buoyancy of this group has been the capital expenditure of the banking industry on computers, etc. and increased expenditure by the finance houses on assets for leasing.

Shipping industry

The quarterly figures in this series are particularly volatile due to the way in which progress payment on ships under construction are made. The average quarterly level of expenditure for the first three quarters of 1968, at 1958 prices, seasonally adjusted, was £45 million, a considerable increase on the corresponding average quarterly rate of £35 million during 1967.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

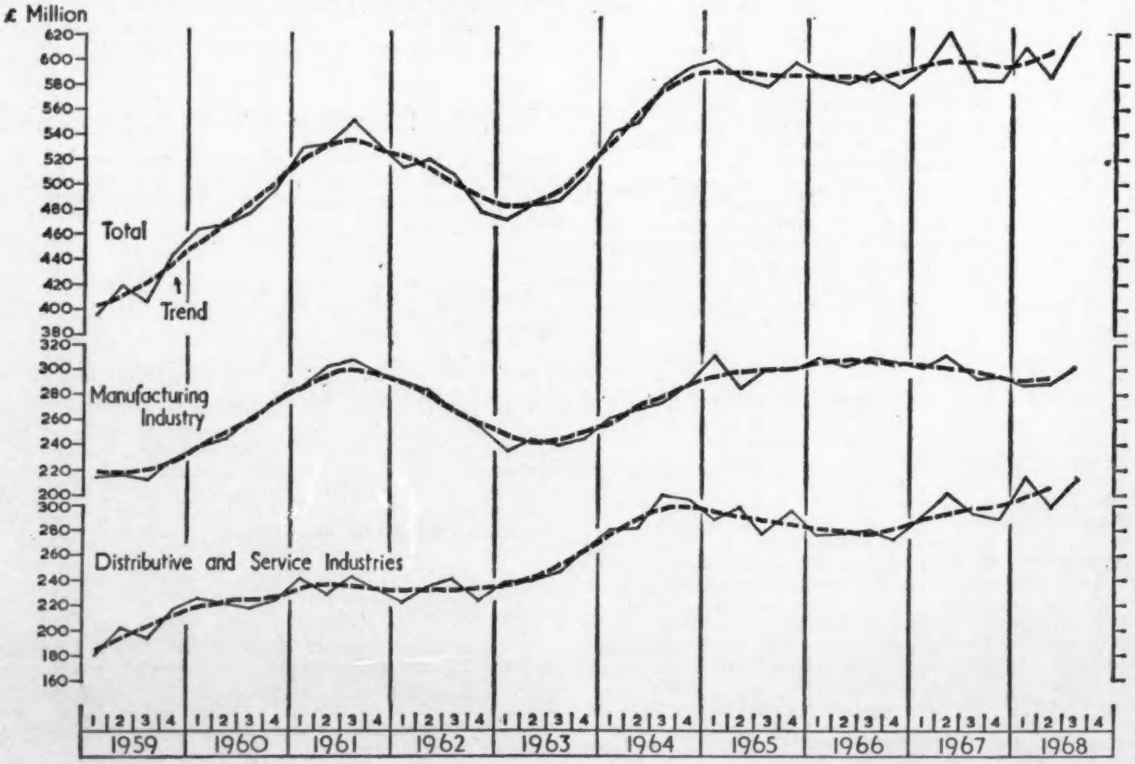


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

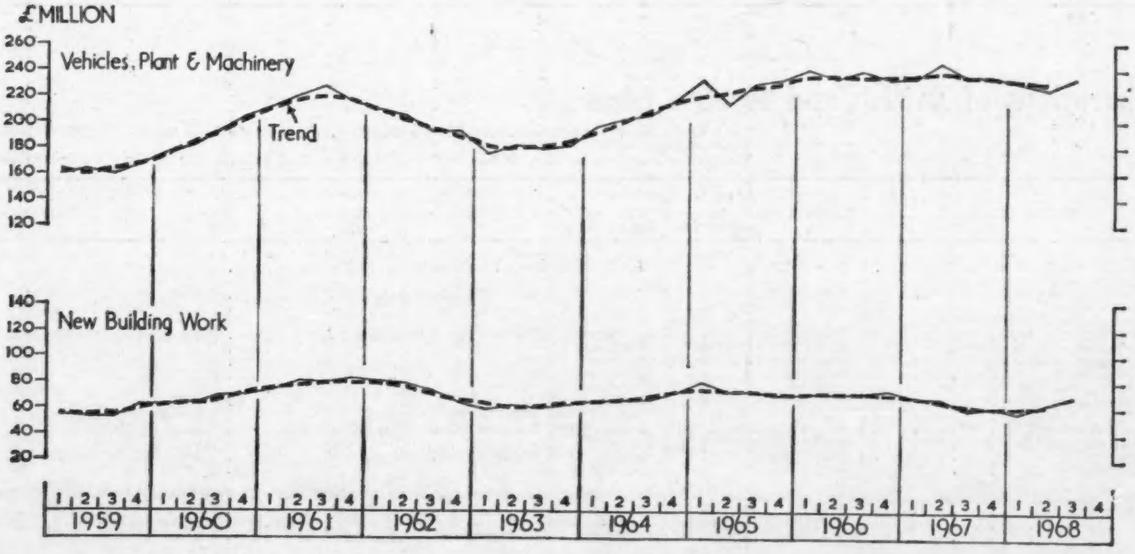
£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing industries (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry		New building work	Vehicles	Plant and machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	105	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,060	101	2,364	702	507	1,155
1966	1,233	1,010	98	2,341	665	505	1,172
1967	1,203	1,010	139	2,352	625	540	1,187
1962 1st quarter	291	198	26	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	272	17	601	186	120	295
2nd quarter	287	265	33	585	176	134	277
3rd quarter	302	255	23	580	171	121	289
4th quarter	302	268	28	598	168	133	296
1966 1st quarter	310	254	23	587	168	124	295
2nd quarter	304	255	23	582	164	128	291
3rd quarter	311	252	28	591	165	130	295
4th quarter	307	249	24	580	168	122	290
1967 1st quarter	300	247	33	580	159	128	293
2nd quarter	313	259	44	615	162	146	307
3rd quarter	295	257	28	580	150	131	299
4th quarter	295	248	34	577	154	135	288
1968 1st quarter	288	265	46	599	149	153	297
2nd quarter	289	255	34	578	154	134	290
3rd quarter	303	257	55	615	155	162	298

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent of total capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)



(*Continued on next page*)

INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Mineral oil refining	Chemicals	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles, leather and clothing	Paper printing and publishing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	III, XIV and XVI	III to XVI	New building work	Vehicles	Plant and machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	97·8	279·7	103·7	118·9	80·0	143·2	1,232·6	286·6	95·5	850·5
1967	173·1	70·2	176·1	107·4	272·3	103·9	98·1	78·4	123·5	1,203·0	250·1	95·6	857·3
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	24·0	68·7	27·5	29·6	19·0	37·1	310·2	70·6	24·5	215·1
2nd quarter	37·0	10·4	50·6	23·8	71·3	25·5	31·9	19·1	34·7	304·3	69·9	24·8	209·6
3rd quarter	37·4	13·6	52·1	24·7	70·8	25·2	29·2	19·8	38·0	310·8	72·3	23·9	214·6
4th quarter	37·8	12·9	53·2	25·3	68·9	25·5	28·2	22·1	33·4	307·3	73·8	22·3	211·2
1967 1st quarter	42·8	13·2	43·4	29·6	68·2	25·0	27·0	19·4	31·8	300·4	67·3	21·8	211·3
2nd quarter	43·2	17·4	50·9	28·1	72·0	27·1	24·5	20·1	30·1	313·4	66·4	23·3	223·7
3rd quarter	43·5	19·8	37·8	26·4	67·6	25·7	22·7	20·7	30·5	294·7	58·1	24·5	212·1
4th quarter	43·6	19·8	44·0	23·3	64·5	26·1	23·9	18·2	31·1	294·5	58·3	26·0	210·2
1968 1st quarter	41·5	16·0	40·8	28·6	67·5	20·5	27·2	17·8	28·2	288·1	56·9	27·0	204·2
2nd quarter	46·3	18·7	44·4	22·8	64·2	20·9	23·9	16·3	31·9	289·4	63·5	24·8	201·1
3rd quarter	47·4	19·9	42·8	22·1	69·6	25·8	27·5	15·6	31·9	302·6	68·8	26·9	206·9

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 10, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Mining Review No. 5 – 22nd Year	Br/E 33727	10	January 6	Data Film Distributors Ltd.	National Coal Board.
Look at Life Series 38:					
In the Shadow of the Wall	Br/E 33730	10	January 7	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Underwater Menace	Br/E 33731	10	January 7	" "	Antony Barrier Productions Ltd.
Pathe Pictorial Series 729/741:					
Pathe Pictorial No. 734	Br/E 33733	8	January 8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 735	Br/E 33734	8	January 8	" "	" "
Pathe Pictorial No. 736	Br/E 33735	8	January 8	" "	" "
Pathe Pictorial No. 737	Br/E 33736	8	January 8	" "	" "
Pathe Pictorial No. 738	Br/E 33737	9	January 8	" "	" "
Pathe-Pictorial No. 739	Br/E 33738	8	January 8	" "	" "
Play Dirty	Br/E 33739	117	January 8	United Artists Corp. Ltd.	Lowndes Productions Ltd.
Movietone News 2065A	Br/E 33771	10	January 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2066	Br/E 33772	8	January 10	" "	" "
Pathe News 69-3	Br/E 33824	7	January 10	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-4	Br/E 33825	8	January 10	" "	" "
			FOREIGN		
I Killed Rasputin	F 33728	86	January 6	Paramount Pictures (UK) Ltd.	Les Films Copernic, Paris.
Targets	F 33729	80	January 6	" "	Saticoy Productions.
Bullitt	F 33732	114	January 8	Warner-Pathe Distributors Ltd.	Solar Productions Corp.

AMENDMENT TO THE REGISTER:
The title of the film 'A Look at the Isle of Levant' (originally entitled 'Isle of Levant') (F 23294) registered on March 12, 1958, has been amended to 'Naked Playground'.

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total	New building work	Vehicles	Plant and machinery
		Standard Industria Classification Headings					
	810, 831, 832	820	XVIII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	255
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	131	215	714	1,060	402	311	347
1966	119	189	702	1,010	375	315	321
1967	134	192	684	1,010	371	309	330
1962 1st quarter . . .	22	52	124	198	85	53	61
2nd quarter . . .	24	48	130	202	85	53	64
3rd quarter . . .	30	46	142	218	95	59	64
4th quarter . . .	28	41	132	201	80	57	63
1963 1st quarter . . .	27	52	136	215	89	58	68
2nd quarter . . .	28	47	146	221	88	63	69
3rd quarter . . .	29	51	145	225	87	63	75
4th quarter . . .	29	54	158	241	91	73	77
1964 1st quarter . . .	31	57	164	252	92	75	85
2nd quarter . . .	32	60	161	253	96	74	83
3rd quarter . . .	32	58	180	270	105	80	85
4th quarter . . .	37	57	177	271	106	78	87
1965 1st quarter . . .	36	56	181	272	103	81	87
2nd quarter . . .	32	54	179	265	102	77	86
3rd quarter . . .	33	53	169	255	98	75	83
4th quarter . . .	31	52	185	268	98	79	91
1966 1st quarter . . .	30	50	175	254	96	77	80
2nd quarter . . .	32	46	177	255	93	80	82
3rd quarter . . .	30	46	177	252	92	80	80
4th quarter . . .	28	47	173	249	93	78	79
1967 1st quarter . . .	32	48	168	247	91	74	82
2nd quarter . . .	34	46	178	259	94	80	85
3rd quarter . . .	34	47	175	257	91	79	86
4th quarter . . .	34	51	163	248	95	76	78
1968 1st quarter . . .	37	52	178	265	91	81	93
2nd quarter . . .	32	47	176	255	84	77	89
3rd quarter . . .	32	44	181	257	86	81	91

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing industry (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry	Total
1958 . . .	922	541	147	1,610
1959 . . .	867	621	161	1,649
1960 . . .	1,021	718	162	1,901
1961 . . .	1,239	821	132	2,192
1962 . . .	1,168	844	107	2,119
1963 . . .	1,044	936	84	2,064
1964 . . .	1,216	1,107	123	2,446
1965 . . .	1,401	1,156	100	2,657
1966 . . .	1,495	1,126	99	2,720
1967 . . .	1,465	1,136	140	2,741
1962 1st quarter .	286	199	25	510
2nd quarter .	294	207	31	532
3rd quarter .	290	219	22	531
4th quarter .	298	219	29	546
1963 1st quarter .	237	219	22	478
2nd quarter .	260	226	15	501
3rd quarter .	261	227	22	510
4th quarter .	286	264	25	575
1964 1st quarter .	268	260	23	551
2nd quarter .	295	264	25	584
3rd quarter .	303	277	33	613
4th quarter .	350	306	42	698
1965 1st quarter .	333	290	15	638
2nd quarter .	329	284	30	643
3rd quarter .	352	269	21	642
4th quarter .	387	313	35	735
1966 1st quarter .	355	281	21	657
2nd quarter .	355	280	22	657
3rd quarter .	375	269	26	670
4th quarter .	410	297	30	737
1967 1st quarter .	353	277	29	659
2nd quarter .	370	286	44	700
3rd quarter .	355	276	25	656
4th quarter .	387	297	42	726
1968 1st quarter .	342	303	41	686
2nd quarter .	355	294	35	684
3rd quarter .	379	287	54	720

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) 1958 Standard Industrial Classification Orders III to XVI.

(c) 1958 Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

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Industry's stocks in the third quarter of 1968

REVISED ESTIMATES for industry's stocks and work in progress show a rise during the third quarter of £54 million at 1958 prices seasonally adjusted – slightly less than the rise previously estimated. The increase was spread over manufacturers', wholesalers' and retailers' stockholdings.

Manufacturing industry

In the third quarter there was a rise of £110 million at book values; £33 million at 1958 prices seasonally adjusted. The latter rise includes a fall of £15 million (at 1958 prices) in holdings of materials and fuel; work in progress and stocks of finished goods increased by £21 million and £27 million respectively (both at 1958 prices). Most industry groups increased their total stocks with the exception of the food, drink and tobacco industries. The most substantial rises were in the chemical industries and in the metal manufacturing industries.

The rise in stocks in the third quarter took place at the same time as a rather larger proportional rise in output so the stocks/output ratio fell slightly; at the end of the quarter it was at its lowest level since 1960.

The changes in manufacturing industry's stocks series has been revised on the basis of the results of the 1967 Census of Production.

Distributive industry

The rise of £17 million in wholesalers' stocks at 1958 price seasonally adjusted during the third quarter was due mainly t the rise in stocks of general wholesale distributors. Stocks o dealers in coal and builders' materials showed a small fall an those of dealers in industrial metals and machinery a small rise Retailers' stocks, after remaining steady during the second quarte showed a small rise of £5 million.

Reference has been made in previous articles on stocks to th difficulty of determining the appropriate prices to use for revaluing the book values of stocks reported by businesses in recen quarters, following the large price movements associated with devaluation. Recent advice from firms' has indicated that boo values of stocks in most sectors of industry had by the end of th third quarter fully reflected price increases associated with devaluation; in certain industries however, the effect does not appea to have completely worked through and the prices used in revaluing stocks have been adjusted accordingly.

Changes in industry's stocks at 1958 prices seasonally adjusted

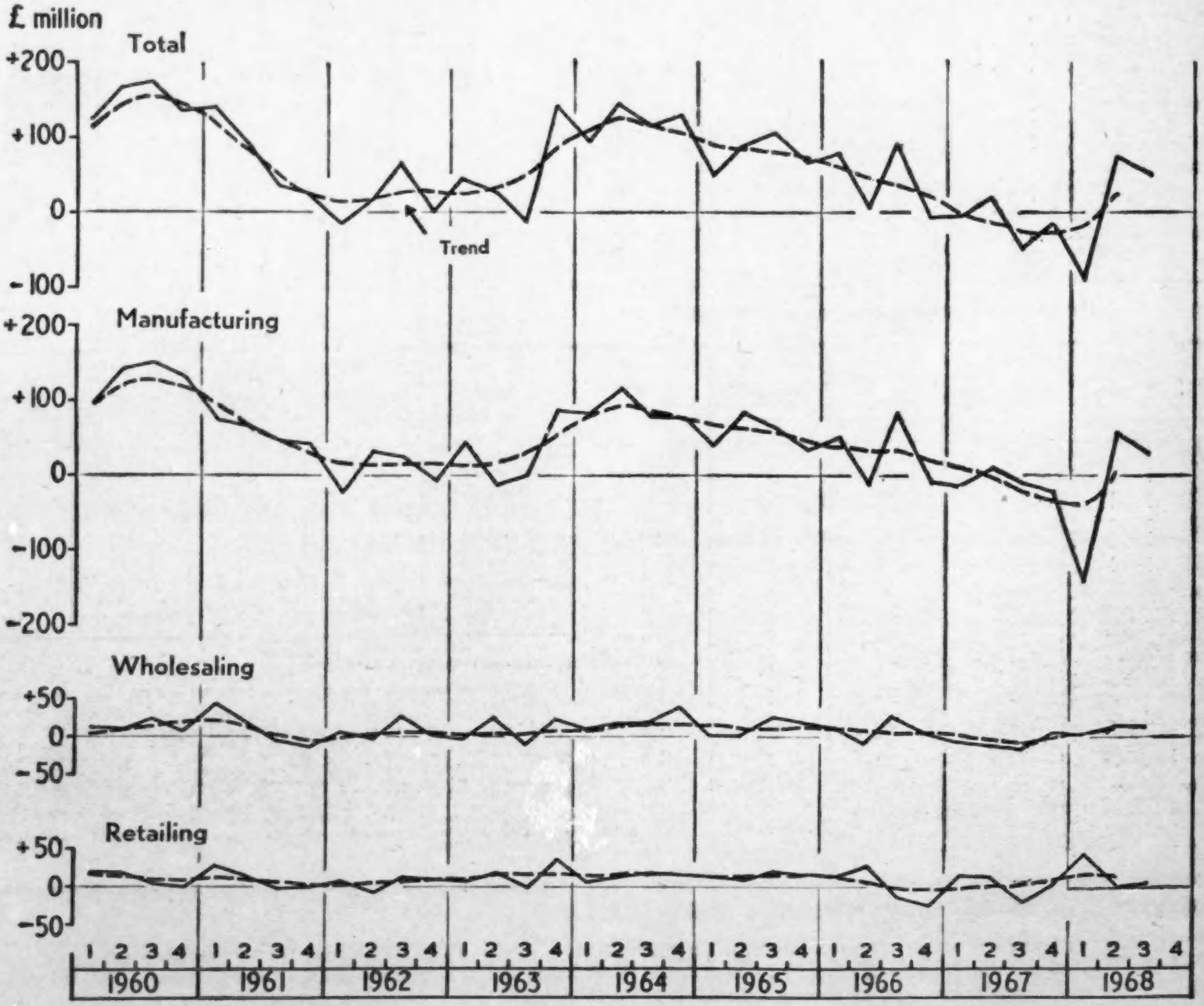

Table 1. Changes in industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,484	1,065	1,192	8,741
1960 . . .	+514	+48	+37	+599
1961 . . .	+224	+36	+29	+289
1962 . . .	+ 22	+21	+14	+ 57
1963 . . .	+113	+29	+55	+196
1964 . . .	+354	+79	+47	+479
1965 . . .	+217	+42	+43	+302
1966 . . .	+129	+30	+ 6	+164
1967 . . .	— 40	—30	+10	— 59
1960 1st quarter .	+ 95	+11	+18	+124
2nd quarter .	+141	+ 8	+18	+166
3rd quarter .	+148	+23	+ 2	+174
4th quarter .	+130	+ 6	— 1	+135
1961 1st quarter .	+ 72	+43	+25	+140
2nd quarter .	+ 67	+17	+10	+ 94
3rd quarter .	+ 45	— 9	— 4	+ 32
4th quarter .	+ 40	—15	— 2	+ 23
1962 1st quarter .	— 24	+ 2	+ 5	— 16
2nd quarter .	+ 29	— 6	—10	+ 13
3rd quarter .	+ 25	+26	+11	+ 62
4th quarter .	— 9	— 1	+ 8	— 2
1963 1st quarter .	+ 43	— 4	+ 3	+ 42
2nd quarter .	— 14	+22	+18	+ 26
3rd quarter .	N/C	—11	— 1	— 12
4th quarter .	+ 84	+22	+35	+140
1964 1st quarter .	+ 80	+ 9	+ 3	+ 92
2nd quarter .	+118	+14	+12	+144
3rd quarter .	+ 77	+19	+17	+113
4th quarter .	+ 78	+37	+15	+130
1965 1st quarter .	+ 39	N/C	+ 9	+ 48
2nd quarter .	+ 82	N/C	+ 3	+ 85
3rd quarter .	+ 61	+26	+17	+105
4th quarter .	+ 35	+17	+14	+ 66
1966 1st quarter .	+ 50	+10	+19	+ 79
2nd quarter .	— 11	—10	+26	+ 4
3rd quarter .	+ 80	+25	—15	+ 90
4th quarter .	+ 11	+ 4	—24	— 9
1967 1st quarter .	— 15	— 7	+14	— 8
2nd quarter .	+ 8	—11	+14	+ 12
3rd quarter .	— 11	—16	—20	— 48
4th quarter .	— 22	+ 5	+ 2	— 15
1968 1st quarter .	—140	+ 7	+46	— 88
2nd quarter .	+ 59	+15	N/C	+ 75
3rd quarter .	+ 33	+17	+ 5	+ 54

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1967	876	583	470	3,234	652	668	6,484	2,248	2,444	1,791
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1967	+19	N/C	—22	+ 9	—34	—12	— 40	— 41	+ 32	— 31
1960 1st quarter . . .	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter . . .	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter . . .	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter . . .	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter . . .	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter . . .	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter . . .	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter . . .	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 40	— 20	+ 15	+ 45
1962 1st quarter . . .	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter . . .	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter . . .	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter . . .	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter . . .	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter . . .	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter . . .	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter . . .	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter . . .	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter . . .	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter . . .	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter . . .	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter . . .	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter . . .	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter . . .	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter . . .	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter . . .	+10	+ 7	— 4	+ 24	+ 4	+ 9	+ 50	— 1	+ 15	+ 36
2nd quarter . . .	+ 2	+ 8	—21	— 9	+ 3	+ 6	— 11	— 23	+ 3	+ 9
3rd quarter . . .	— 9	+ 4	+21	+ 46	+ 8	+ 9	+ 80	+ 25	+ 8	+ 46
4th quarter . . .	+ 4	+ 5	—11	+ 8	+ 2	+ 4	+ 11	— 19	N/C	+ 30
1967 1st quarter . . .	+ 6	+ 1	— 6	+ 6	—11	+ 1	— 15	— 15	+ 7	— 7
2nd quarter . . .	+ 1	—16	— 2	+ 34	— 6	— 3	+ 8	— 14	+ 1	+ 21
3rd quarter . . .	+15	+23	— 8	— 33	+ 3	—10	— 11	— 7	+ 10	— 15
4th quarter . . .	— 3	— 7	— 5	+ 14	—20	N/C	— 22	— 5	+ 13	— 30
1968 1st quarter . . .	+11	—22	— 3	— 99	—15	—13	—140	— 25	— 33	— 83
2nd quarter . . .	+ 1	+29	+10	— 5	+12	+13	+ 59	+ 15	+ 3	+ 41
3rd quarter . . .	— 8	+19	+10	+ 3	+ 5	+ 4	+ 33	— 15	+ 21	+ 27

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers (a) (f)

£ million

Period	SIC MLH 810	SIC MLH 831	SIC MLH 832	
	General wholesale distributors	Dealers in coal, builder's materials, etc.	Dealers in industrial materials and machinery	Total wholesale
Level of stocks at December 31, 1967	675	100	290	1,065
1960	+26	+ 4	+18	+48
1961	+26	N/C	+10	+36
1962	+ 4	+ 4	+14	+21
1963	+13	+ 4	+11	+29
1964	+38	+12	+29	+79
1965	+17	+ 5	+21	+42
1966	+22	N/C	+ 8	+30
1967	—19	— 6	— 5	—30
1968				
1960 1st quarter	+10	— 1	+ 3	+11
2nd quarter	+ 8	+ 2	— 2	+ 8
3rd quarter	+17	+ 2	+ 4	+23
4th quarter	— 9	+ 2	+13	+ 6
1961 1st quarter	+37	N/C	+ 6	+43
2nd quarter	+ 8	+ 3	+ 7	+17
3rd quarter	— 1	— 1	— 6	— 9
4th quarter	—17	— 1	+ 3	—15
1962 1st quarter	— 1	N/C	+ 3	+ 2
2nd quarter	—13	+ 2	+ 5	— 6
3rd quarter	+17	N/C	+10	+26
4th quarter	+ 1	+ 2	— 4	— 1
1963 1st quarter	— 3	+ 2	— 4	— 4
2nd quarter	+11	+ 3	+ 8	+22
3rd quarter	—15	— 5	+ 9	—11
4th quarter	+19	+ 4	— 1	+22
1964 1st quarter	N/C	+ 4	+ 5	+ 9
2nd quarter	+ 4	+ 1	+ 9	+14
3rd quarter	+ 4	+ 6	+ 9	+19
4th quarter	+30	+ 1	+ 6	+37
1965 1st quarter	— 5	N/C	+ 4	N/C
2nd quarter	— 2	— 1	+ 3	N/C
3rd quarter	+16	+ 1	+10	+26
4th quarter	+ 8	+ 5	+ 4	+17
1966 1st quarter	+ 9	+ 4	— 2	+10
2nd quarter	—10	N/C	— 1	—10
3rd quarter	+23	— 4	+ 7	+25
4th quarter	N/C	N/C	+ 4	+ 4
1967 1st quarter	—15	+ 1	+ 7	— 7
2nd quarter	— 1	— 6	— 4	—11
3rd quarter	—12	— 1	— 4	—16
4th quarter	+ 9	N/C	— 4	+ 5
1968 1st quarter	+10	+ 3	— 6	+ 7
2nd quarter	+ 6	+ 4	+ 6	+15
3rd quarter	+15	— 3	+ 5	+17

Table 4. Changes in the value of stocks (at book values) hel by manufacturers and distributors (a)

£ million

Period	Manufacturing (b)	Wholesaling (c)	Retailing (d)	Total (e)
Level of stocks at December 31, 1967	7,794	1,250	1,383	10,426
1960	+591	+ 56	+ 44	+690
1961	+312	+ 43	+ 61	+416
1962	+ 78	+ 32	+ 45	+155
1963	+250	+ 48	+ 63	+360
1964	+593	+133	+ 90	+815
1965	+489	+ 74	+ 66	+628
1966	+365	+ 48	+ 44	+458
1967	+ 69	— 2	+ 21	+ 88
1968				
1960 1st quarter	+124	+ 7	+ 68	+199
2nd quarter	+178	+ 18	+ 15	+211
3rd quarter	+127	+ 53	— 19	+161
4th quarter	+161	— 22	— 20	+119
1961 1st quarter	+100	+ 45	+ 69	+224
2nd quarter	+102	+ 19	+ 36	+157
3rd quarter	+ 46	+ 15	— 10	+ 52
4th quarter	+ 54	— 36	— 34	— 17
1962 1st quarter	+ 9	+ 7	+ 60	+ 76
2nd quarter	+ 28	+ 4	— 1	+ 32
3rd quarter	+ 12	+ 40	— 1	+ 51
4th quarter	+ 29	— 19	— 13	— 3
1963 1st quarter	+ 69	— 6	+ 56	+119
2nd quarter	+ 4	+ 23	— 6	+ 20
3rd quarter	+ 16	+ 23	— 13	+ 27
4th quarter	+161	+ 8	— 26	+195
1964 1st quarter	+138	+ 15	+ 55	+208
2nd quarter	+185	+ 32	+ 13	+230
3rd quarter	+116	+ 65	+ 7	+187
4th quarter	+154	+ 21	+ 15	+191
1965 1st quarter	+124	+ 2	+ 69	+195
2nd quarter	+153	+ 14	— 5	+162
3rd quarter	+108	+ 62	+ 2	+172
4th quarter	+104	— 4	N/C	+ 99
1966 1st quarter	+162	+ 7	+ 81	+250
2nd quarter	+138	+ 10	+ 25	+173
3rd quarter	+ 69	+ 51	— 23	+ 97
4th quarter	— 4	— 20	— 39	— 62
1967 1st quarter	— 14	— 21	+ 66	+ 31
2nd quarter	+ 18	— 9	+ 7	+ 16
3rd quarter	+ 18	+ 14	— 41	— 9
4th quatrer	+ 48	+ 14	— 11	+ 51
1968 1st quarter	+ 10	+ 22	+114	+146
2nd quarter	+150	+ 29	+ 29	+208
3rd quarter	+110	+ 54	— 7	+157

Notes relating to Tables 1-4:

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) 1958 Standard Industrial Classification Orders III-XVI.
(c) 1958 S.I.C. Minimum List Headings 810, 831, 832.
(d) 1958 S.I.C. Minimum List Headings 820.
(e) 1958 S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5. The relationship of manufacturers' stocks to manufacturing production

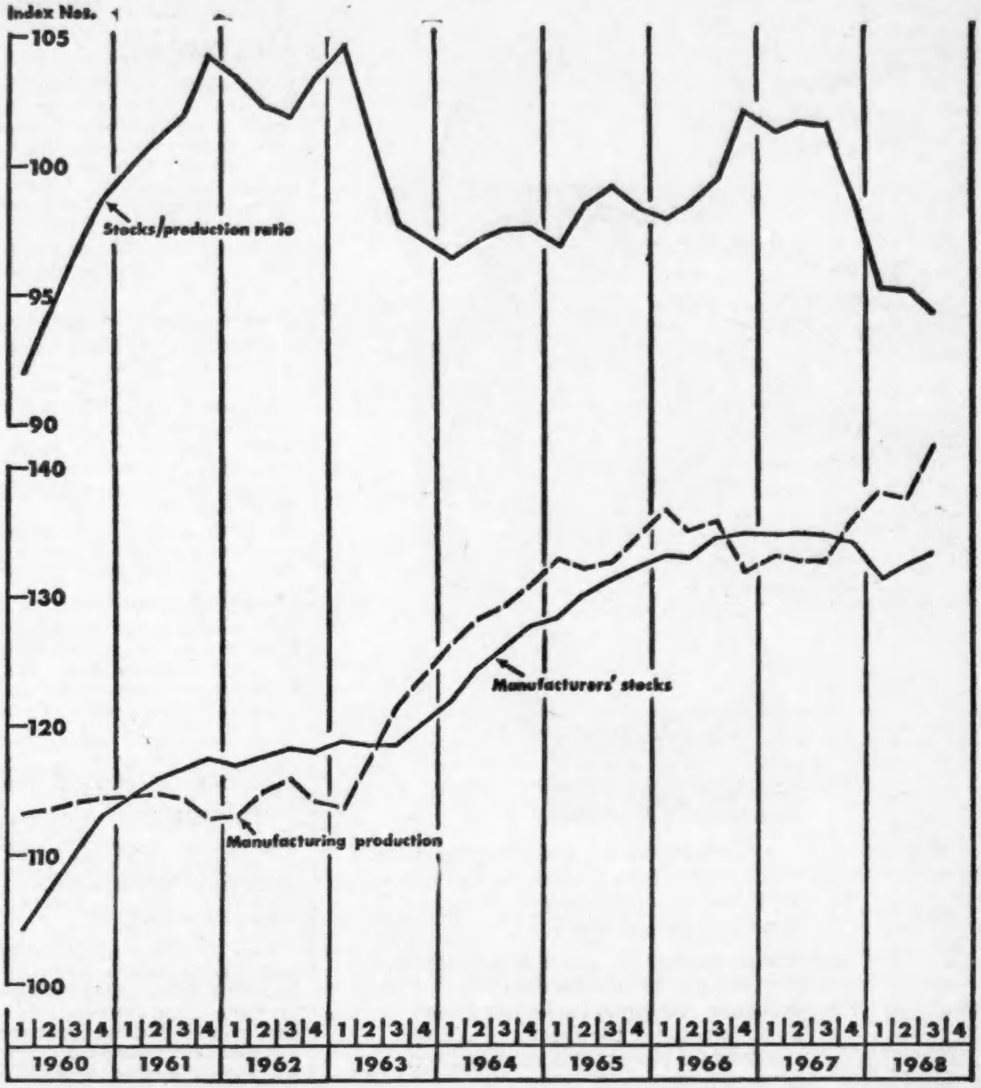
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted		
		Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	98·9
	3	100	102	98·0
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·8
	2	133	135	98·4
	3	135	135	99·3
	4	135	132	102·0
1967	1	134	133	101·2
	2	135	133	101·6
	3	134	133	101·4
	4	134	136	98·7
1968	1	131	138	95·2
	2	132	139	95·0
	3	133	141	94·1

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



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WHOLESALE PRICE INDEX NUMBERS

Materials prices rise again in December

IN DECEMBER, the provisional price index for basic materials and fuel used in manufacturing industry rose ¾ per cent, mainly as a result of higher prices for copper, and food and drinks materials. The December increase, the fourth in successive months, brought the index to a little above the figure for last March, previously the highest reached during 1968.

The provisional index for home market sales of manufactured products increased by over ½ per cent in December. The bulk of the change was attributable to duty increases imposed towards the end of November, the full effect on the index appearing only in December.

Materials and fuel used by broad sectors of industry

Apart from the index for the textile industries, which fell 1½ per cent as a result of lower prices for raw wool and cotton, provisional index numbers for prices of materials and fuel used in broad sectors of industry rose in December. The index for the food manufacturing industries rose over 1 per cent, mainly because of higher prices for cocoa beans, home-produced pigs and vegetable oils. There were increases of over ½ per cent in the index numbers for the mechanical engineering and electrical industries, which were attributable to higher prices of copper and brass products, for the chemical and allied industries, as a result of increases for groundnuts and palm kernels, and for the timber industries due to higher prices for imported softwood and plywood.

Output of broad sectors of industry

Provisional price index numbers for the home market sales of broad sectors of industry rose in December, except for iron and steel. The largest increase was of ½ per cent in the index for the food manufacturing industries, caused mainly by increased prices for bacon, and increases in most other sectors were slight.

Revised series of wholesale price index numbers

THE PRESENT series of wholesale price index numbers which are on the base 1954=100, will be replaced next month by a new series based on 1963=100.

1954=100 series

Since the wholesale price index numbers are used in long term contracts to take account of changes in cost of materials, the Board of Trade will continue to publish the indices which appear in Table 1, on the base 1954=100, at least until December 1971, and requests for the continued publication on this basis of other index numbers will be considered. The indices based on 1954=100 will show the same month-to-month movement as the corresponding indices in the new (1963=100) series from the month in which the latter is introduced.

1963=100 series

The new series in index numbers will be based on average prices in 1963 and will be combined according to the pattern of materials purchased and manufactured products sold during that year as recorded in the census of production. Index numbers for each month since January 1968 will be published in the *Board of Trade Journal* on February 14, and annual averages for each year since 1963 on February 21. These figures may show different movements from those of the old series, as the results of the combination of price movements according to the 1963 instead of the 1954 census pattern of purchases and sales. Monthly figures before January 1968 will not be published, but will be supplied on request so far as they are available.

Retail sales in November–correction

IN TABLE 4 of the column headed 'Electricity Showrooms' of the article on Retail Sales in November (*Board of Trade Journal*, January 10, page 79), the percentage change in sales in November, 1968, should read +12 and not −12.

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967	1968				1967	1968							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	113·6	120·6	118·8	118·3	121·0*	118·4	118·2	119·0	118·0	118·0	118·8	119·7	121·2*	122·1*
	Basic materials	108·3	115·9	113·8	113·3	116·1*	113·6	113·2	114·1	113·1	113·0	113·8	114·6	116·4*	117·3*
	Fuel	156·5	156·6	156·8	157·2	159·0*	156·6	156·8	156·8	156·9	156·9	157·9	159·0	159·0*	159·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	116·7	125·3	122·8	122·1	123·7*	121·9	122·0	122·9	121·9	121·8	122·5	122·9	123·8*	124·5*
	Basic materials other than fuel . . .	110·0	119·8	116·8	116·0	117·5*	116·2	115·9	116·9	115·8	115·7	116·3	116·5	117·7*	118·4*
211 to 229	Materials and fuel used in the food manufacturing industries.	107·5	110·8	110·8	110·1	114·6*	111·4	110·8	111·3	110·0	109·7	110·5	112·9	114·8*	116·2*
263 to 277	Materials and fuel used in the chemicals and allied industries.	119·0	124·9	125·2	122·4	122·7*	121·9	125·4	124·9	122·5	122·5	122·1	122·1	122·5*	123·4*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	150·9	156·9	153·9	153·4	154·6*	154·0	152·8	153·8	153·4	153·2	153·6	154·0	154·4*	155·5*
361	Materials and fuel used in the electrical machinery industry.	145·0	154·2	148·9	147·8	149·1*	149·0	147·2	148·7	147·6	147·5	148·4	148·5	148·8*	149·9*
Order X	Materials and fuel used in the textile industries	93·8	99·9	99·9	100·2	101·7*	98·3	99·6	100·2	100·1	99·9	100·7	102·0	102·3*	100·7*
Order XIV	Materials and fuel used in the timber industries	124·6	130·3	132·0	133·2	135·4*	127·5	132·0	132·5	132·7	132·9	134·2	134·7	135·4*	136·2*
481 to 483	Materials and fuel used in the paper industries .	115·9	119·2	122·1	122·4	122·6*	118·5	122·2	122·2	122·4	122·3	122·5	122·4	122·6*	122·7*
Order XVII	Construction materials	136·2	139·2	140·2	140·8	141·6*	137·5	139·8	140·6	140·7	140·7	141·0	141·4	141·6*	141·8*
Part of Order XVII	House building materials	137·7	141·4	142·8	143·7	144·7*	139·2	142·5	143·4	143·6	143·6	143·9	144·5	144·7*	144·9*

*Provisional figures.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967	1968				1967	1968							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	All manufactured products: Total sales	135·9	139·1	141·6	142·4	143·2*	136·9	141·9	142·0	142·2	142·4	142·4	142·8	143·1*	143·8*
	Home market sales	136·0	138·7	140·9	141·5	142·5*	136·5	140·9	141·1	141·4	141·5	141·5	141·9	142·3*	143·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	136·1	139·8	142·4	143·0	143·5*	137·2	142·7	142·9	142·9	143·0	143·1	143·4	143·5*	143·6*
	Home market sales	135·9	139·2	141·3	141·6	142·1*	136·5	141·3	141·5	141·6	141·6	141·7	141·9	142·1*	142·2*
211 to 229	Products of the food manufacturing industries: Home market sales	126·3	128·6	130·5	130·7	131·4*	126·6	130·5	131·0	130·8	130·7	130·5	131·3	131·2*	131·8*
263 to 277	Chemicals and allied industries: Total sales	110·6	114·7	115·9	115·6	115·6*	111·1	115·8	116·1	115·6	115·5	115·7	115·5	115·5*	115·8*
	Home market sales	111·6	115·7	117·0	116·1	116·0*	112·1	117·0	116·9	116·3	116·1	116·0	115·9	115·9*	116·3*
311 and 312	Iron and steel industries: Total sales	137·3	138·1	138·8	139·1	138·5*	137·6	138·9	138·9	139·2	139·1	138·9	138·5	138·5*	138·5*
	Home market sales	142·5	142·9	143·4	143·2	142·9*	142·6	143·4	143·4	143·4	143·4	142·8	142·9	142·9*	142·9*
Orders VI to IX	Engineering and allied industries: Total sales	142·2	145·3	148·2	149·0	149·6*	143·5	148·9	149·0	148·8	149·1	149·2	149·5	149·6*	149·8*
	Home market sales	139·3	142·6	144·2	144·4	145·0*	140·3	144·2	144·4	144·4	144·3	144·5	144·8	145·0*	145·2*
Order X	Textile industries other than clothing: Total sales	113·0	115·9	117·1	118·1	119·1*	114·1	117·3	117·5	117·9	117·8	118·5	118·9	119·2*	119·3*
	Home market sales	111·2	114·0	114·8	115·8	117·0*	112·4	114·6	115·1	115·6	115·8	116·1	116·7	117·1*	117·3*
Order XII	Clothing and footwear: Home market sales .	120·7	121·6	122·3	122·9	123·7*	120·7	122·3	122·7	122·8	122·9	123·1	123·6	123·7*	123·8*
Order XIV	Timber industries: Home market sales . .	126·0	131·1	133·1	133·6	134·1*	127·0	133·2	133·4	133·3	133·6	133·8	133·8	134·1*	134·3*
481 to 483	Paper industries: Home market sales . .	120·3	126·2	128·4	128·3	128·4*	120·3	128·4	128·4	128·4	128·3	128·3	128·4	128·2*	128·4*
Order XVII	New construction‡	143	145	147	§147		143		147			§147			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter. §Revised figure.

(Continued on next page)

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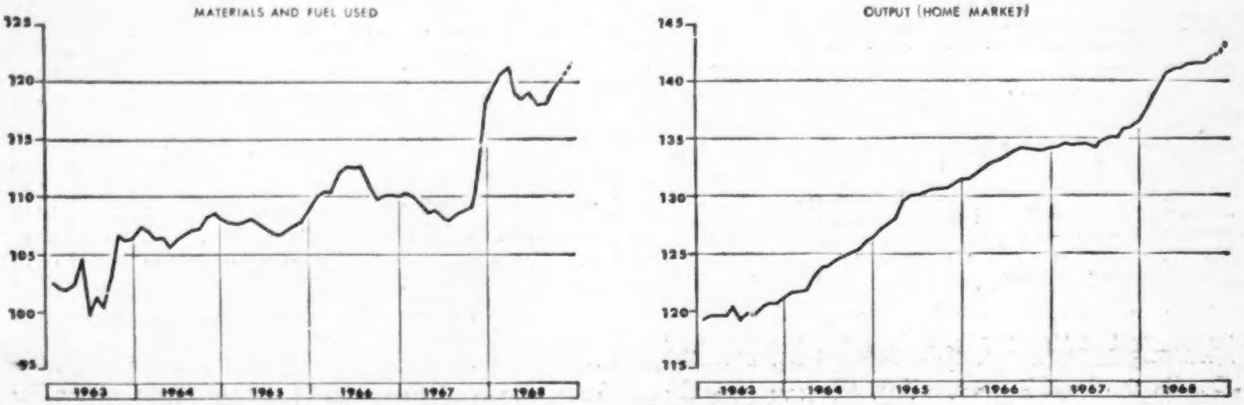
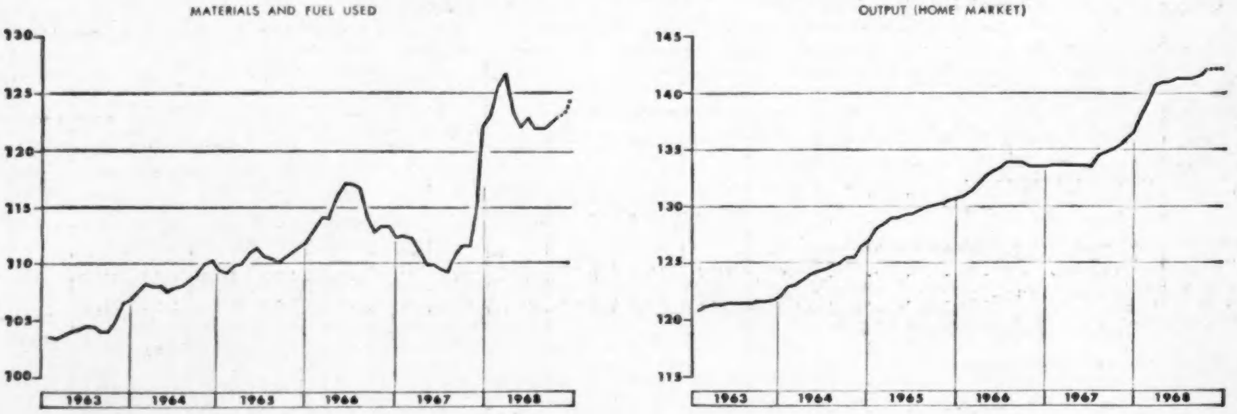
WHOLESALE PRICES INDEX NUMBERS 1954=100

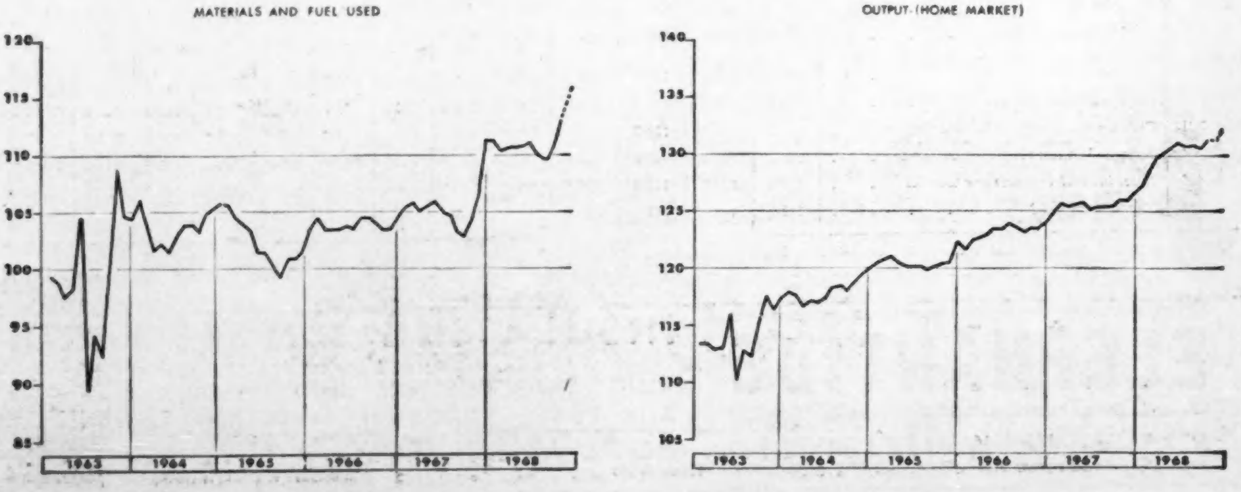
ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)



FOOD MANUFACTURING INDUSTRY



3(a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968. (monthly averages)

	1967	1968			
	Dec.	June	Oct.	Nov.	Dec.
Coal†	174·9	167·7	175·6	175·6*	175·6*
Slates	180·9	189·0	189·0	189·0*	189·0*
Salt	123·3	123·1	123·3	123·3	123·3
Flour	125·9	132·6	132·6	132·6	132·6
Sugar, refined	115·4	117·0	120·2	122·1	122·8
Chocolate and sugar confectionery	114·1	120·5	121·1	121·1	121·0
Beer	136·6	137·5	139·0	139·0*	139·0*
Tobacco and cigarettes	154·3	158·7	162·1	165·0	173·0
Hard coke	186·5	191·2	191·2	191·2	191·2*
Motor spirit, standard grade (including duty)	135·9	144·8	144·8	147·5	155·2
Medium fuel oil (950 secs.)	160·3	160·3	155·5	156·0	157·6
Lubricating oils and greases	135·6	142·3	142·1	142·1	142·3*
General chemicals	106·0	108·5	108·6	108·6*	108·5*
Pharmaceutical chemicals	57·8	58·1	57·8	57·8	57·9*
Pharmaceutical preparations	103·2	105·1	105·5	105·7*	105·9*
Toilet preparations	150·3	158·7	158·4	158·4*	158·5*
Paint for building and decorating	117·0	119·9	120·5	120·5	120·5*
Soap	153·8	157·3	157·6	157·6*	157·4*
Soapless detergents	101·8	104·7	105·2	105·2*	105·4*
Synthetic resins and plastic materials	74·5	76·4	76·3	76·3*	76·3*
Steel sheets	137·1	137·1	137·1	137·1*	137·1*
Tinplate	128·3	128·9	128·9	128·9*	128·9*
Other steel goods (excluding tubes)	141·9	142·5	141·6	141·6*	141·6*
Steel tubes	156·9	159·3	159·3	159·3*	159·3*
Iron castings	156·4	157·9	159·4	159·4*	159·5*
Aluminium and aluminium alloy products:					
Extruded and drawn	163·9	165·3	167·0	167·0	167·0
Rolled	155·9	157·5	159·3	159·3	159·3
Castings	162·2	165·7	167·2	167·2	170·3
Forgings	144·7	149·7	151·5	151·5	151·5
Brass, ingot 65-35, B.S. 1400: B3, delivered	206·3	180·0	195·7	195·1	213·7
Photographic paper and films, etc.	134·6	144·9	145·7	145·7	145·7
Spectacles, etc.	141·3	141·4	141·4	141·4	141·4
Dental goods	153·6	161·0	162·4	162·0*	161·7*
Gramophone records	146·5	145·7	146·1	146·1*	146·2*
Domestic electrical appliances	103·4	103·9	103·8	103·8*	103·8*
Perambulators, etc.	133·6	137·3	142·0	142·4*	142·4*
Tools and implements	163·7	170·6	171·4	171·4	172·0*

	1967	1968			
	Dec.	June	Oct.	Nov.	Dec.
Cutlery	141·1	143·0	143·7	143·7	143·8
Cutlery (other than razors and razor blades)	153·5	158·6	160·0	160·0	160·0
Spoons and forks	177·5	212·9	210·6	209·9	211·4
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	180·5	186·2	186·2	186·2	186·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	109·6	114·9	116·7	116·7*	116·7*
Spun rayon yarn	99·5	104·5	105·3	105·3*	105·3*
Irish linen yarns (wetspun)	126·2	123·5	128·7	128·7*	128·7*
Cotton cloth	112·5	117·8	120·6	121·4	121·4*
Linen	141·4	142·0	145·4	145·7	145·7*
Wool tops	71·9	72·9	75·9	76·6	74·6
Worsted yarns	93·0	95·6	98·0	99·0	97·5
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	105·1	109·8	111·4	112·4	112·2
Jute yarn	142·3	141·8	151·4	161·3	161·9
Jute piece-goods	147·0	147·0	148·4	157·4	159·0
Rope, twine and net	120·0	120·6	121·5	121·7	123·3*
Hosiery and other knitted goods	102·1	102·4	102·7	102·3	102·4*
Carpets and rugs	131·8	132·0	133·7	134·0*	136·0*
Canvas goods and sacks	106·1	107·0	115·0	116·5*	116·5*
Leather for footwear	125·9	131·0	135·6	137·8	137·8*
Travel goods	138·4	141·4	141·8	141·9	142·4
Made-up clothing	119·8	121·6	122·4	122·5*	122·7*
Weatherproof outerwear	107·6	108·0	108·3	108·3*	108·5*
Men's and boys' tailored outerwear	122·5	123·7	§124·9	124·9*	125·1*
Women's and girls' tailored outerwear	117·9	120·2	120·2	120·4*	120·4*
Women's and girls' light outerwear	118·0	120·2	120·6	121·0*	121·3*
Footwear (excluding rubber)	121·1	123·0	124·2	124·5*	124·4*
Refractory goods, including bricks	153·0	159·5	159·5	159·5	159·5*
Non-refractory goods, including bricks	137·1	141·1	141·4	141·5*	141·7*
Building bricks, common, other than fletton, *ex works*	144·9	149·0	150·0	150·0*	150·0*
Building bricks, fletton, common, *delivered*	123·5	132·2	132·2	132·2	132·2*
Electrical porcelain	137·6	141·0	141·0	141·0	141·0*
Domestic china and earthenware	165·4	171·4	171·9	171·9*	171·9*
Glass (other than containers)	144·5	147·0	146·1	146·1	146·1
Glass containers	130·4	131·3	129·5	129·5	129·5
Cement, delivered	132·0	132·0	132·0	132·0	132·0

*Provisional figure.
†This index is based on prices ruling on the last day of the month.
§Revised figure.

(*Continued on next page*)

Robert Hough

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WHOLESALE PRICE INDEX NUMBERS, *continued*

3(a). (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Dec.	June	Oct.	Nov.	Dec.
Abrasive paper and cloth	134·4	143·8	143·8	143·8	143·8
Cast stone and cast concrete products	118·1	121·6	121·6	121·6*	121·6*
Home-grown hardwood	107·2	108·7	109·6	109·6*	109·9*
Joinery	147·3	154·8	155·4	156·0	156·4*
Domestic furniture	128·2	134·3	134·5	134·6*	134.6*
Bedding, etc.	119·1	125·5	125·5	125·5	125·4*
Wooden boxes, packing cases, crates, etc.	128·7	136·3	136·0	136·0	136·1*
Paper and board	114·7	125·1	125·0	125·0	125·4*
Cardboard boxes, cartons and fibreboard packing cases	122·5	127·7	128·2	128·2*	128·4*
Wallpaper	143·2	160·3	160·6	160·6	160·6
Paper bags	124·4	129·2	126·2	126·2	127·3*
Manufactured stationery	128·0	135·3	135·6	135·4	135·4*

	1967	1968			
	Dec.	June	Oct.	Nov.	Dec.
Other manufactures of paper and board	116·5	124·7	124·7	120·1	120·1*
Rubber tyres and tubes	130·0	130·0	130·0	130·0*	130·0*
Rubber goods (other than tyres and tubes)	124·2	129·4	130·2	130·6*	131·5*
Rubber footwear	139·3	142·2	142·2	142·2	142·2
Linoleum and felt base	151·4	166·5	166·5	166·5	166·5
Brushes and brooms	145·7	153·3	153·3	153·3	154·7*
Toys and games	132·9	137·5	137·8	138·0*	138·2*
Sports equipment	147·1	149·5	150·1	150·1*	150·1*
Pens and pencils	116·4	121·3	122·0	122·0	122·0*
Other stationers' goods	137·8	139·5	139·5	139·5*	139·5*
Plastic mouldings	107·8	110·9	110·5	110·6*	110·7*

*Provisional figure.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Dec.	June	Oct.	Nov.	Dec.
Hides and skins	99·0	101·4	109·0	111·5	112·6
Imported	110·4	107·4	113·6	116·2	118·7
Native	81·9	92·5	102·1	104·4	103·4
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	146·6	151·4	152·6	152·6	152·6
Copper, ex-ship, wharf or warehouse†	225·3	193·5	183·8	187·2	201·6
Lead, ex-ship, wharf or warehouse†	97·6	104·6	108·7	108·9	109·8
Nickel, refined, delivered	185·4	185·4	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price†	187·7	181·4	182·9	195·2	191·6
Zinc, ex-ship, wharf or warehouse	144·0	141·7	141·3	142·7	145·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	134·4*	154·5	148·9	150·3	148·6
Palm oil, c.i.f., in bulk	101·8*	94·4	75·4	75·4	79·2
Whale oil, acid, soft, naked, ex-works	24·5*	56·4	54·1	47·7	46·3
Pyrites, c.i.f. United Kingdom ports	88·4	85·3	87·7	87·7	90·8
Rubber, No. 1 R.S.S. one month future	85·2	97·3	99·7	102·4	102·2
Sulphur, crude (for acid making), c.i.f.	128·1	145·2	144·5	144·5	144·5

	1967	1968			
	Dec.	June	Oct.	Nov.	Dec.
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	189·3	177·4	182·7	186·1	187·8
Cotton, raw	81·3	78·1	77·0	75·7	74·0
Jute, raw, PWC grades, c.i.f. Dundee	173·0	168·4	188·8	202·7	203·0
Jute, raw, PWB grades, c.i.f. Dundee	160·3	153·2	169·6	183·1	179·4
Silk, raw, delivered mill	247·7	227·2	223·6	217·1	216·9*
Sisal, East Africa No. 1 Grade, c.i.f. London	82·6	90·2	95·7	95·7	95·7
Wool, raw	74·9	79·1	81·6	81·5	78·2*
Crossbred, medium and coarse, c.i.f. UK	64·6	67·6	77·8	77·3	71·6
Crossbred, fine, c.i.f. UK	76·7	81·6	84·6	83·6	80·2
Merino, c.i.f. UK	79·1	83·2	83·8	83·8	80·5
Timber:					
Imported hardwood (ex-yard or wharf)	130·6	138·1	139·9	140·9*	141·2*
Imported plywood (delivered to consumers)	120·6	125·8	127·5	127·7	131·9
Imported softwood (delivered to consumers)	124·2	131·6	133·5	134·4	135·3
Woodpulp, imported	107·7	112·9	113·4	113·7*	113·8*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February 23,* 1968.

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in November showed an increase of 5 per cent on a year earlier, compared with an increase of 4 per cent in October and a decrease of 2 per cent in September.

The value of stocks at the end of November was 5 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1967 4th quarter	129	Nil	116	—17
1968 1st quarter	102	+10	135	—15
2nd quarter	93	+ 3	129	— 6
3rd quarter	105	+ 1	146	— 2
1967 October	140	— 3	132	—11
November	130	— 2	129	—13
December	115	+ 8	116	—17
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15
April	97	+ 1	131	—12
May	98	+10	138	— 9
June	85	— 3	129	— 6
July	82	+12	134	— 6
August	96	— 4	143	— 4
September	135	— 2	146	— 2
October	146	+ 4	134	+ 1
November	137	+ 5	134	+ 5

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Nov. 1968	Jan. 1 to Nov. 30	Nov. 1968
	%	%	%
Women's knitted outerwear, blouses and skirts	+20	+ 9	—14
Women's coats, costumes, furs and raincoats	+12	— 2	+20
Women's underwear	+25	+10	+ 1
Women's hose and children's socks	Nil	+ 8	+29
Women's millinery	— 8	— 7	+ 6
Haberdashery, ribbons and wool	+ 5	+12	+18
Children's wear	+15	+ 1	— 4
Men's and boys' shirts pyjamas and outfitting	+ 2	+ 2	— 3
Gloves	+22	+ 3	+22
Piece-goods and nets	— 4	+10	+18
Household textiles	— 5	— 3	+21
Floor coverings, furniture and hardware	— 1	+ 6	+16
Grand total (a)	+ 5	+ 4	+ 5

NOTES: (a) Including some items not included among the sub-headings. (b) Values at cost.

Note:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

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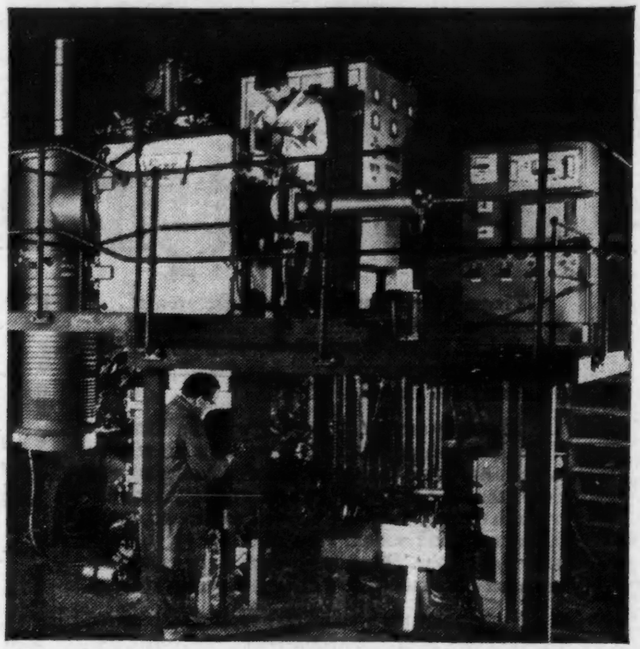
FURNACE FOR INDIA



A new 50 lb. precision casting vacuum induction melting furnace has been designed and manufactured by Vacuum Engineering (Scotland) Limited, Motherwell House, Motherwell, Lanarkshire, for Hindustan Aeronautics Limited of India. The furnace is designed for production casting of jet engine components from vacuum melted alloys.

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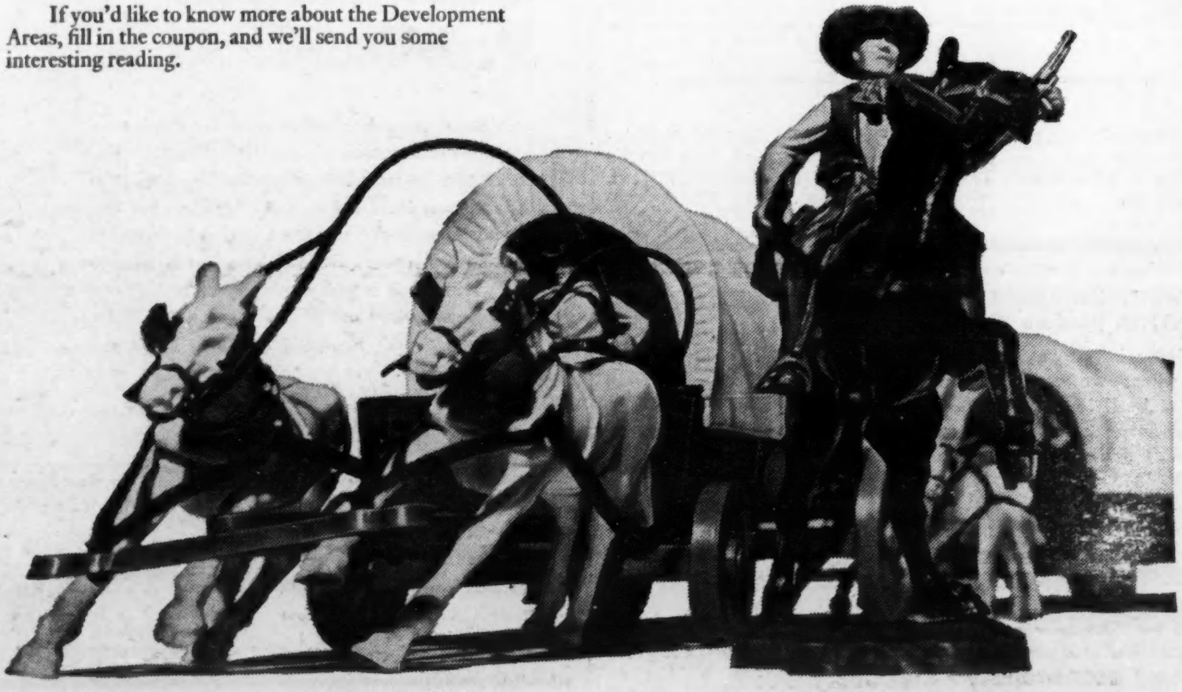


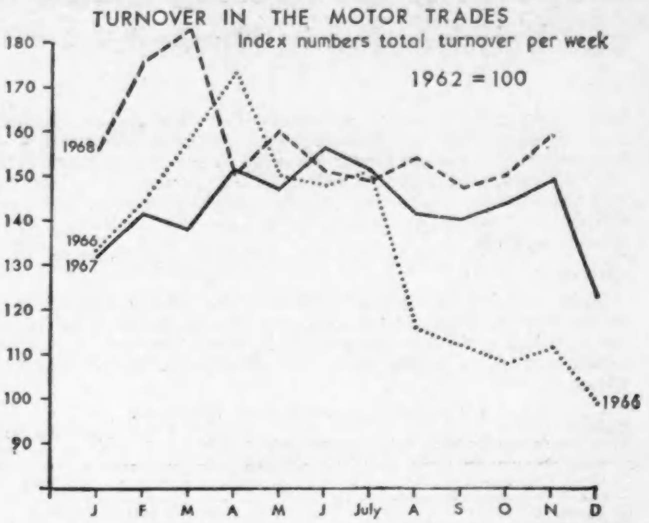
Turnover of the motor trades in November

THE TOTAL TURNOVER of the motor trades in November was 7 per cent higher than in November 1967, a rise similar to the increase on a year earlier recorded, on average, in the three months August to October. In view of price increases during the past 12 months, there was, in November, probably not much change in the volume of sales compared with a year earlier.

Sales of new vehicles in November, by value, were 10 per cent higher than a year earlier. This increase is in contrast to a fall of 13 per cent in new registrations of cars and virtually no change in new registrations of commercial vehicles between November 1967 and November 1968. In part, the difference is due to increases in prices in 1968 compared with 1967. The major cause of the difference appears, however, to lie in special factors affecting trading in the month. At the beginning of the month the hire purchase terms control was tightened, during the month the international monetary situation gave concern and on November 22 the Chancellor announced a surcharge of 10 per cent on purchase tax and certain Customs and Excise duties. Some large distributors, whose November sales figures showed high increases compared with November 1967, said that their increased sales reflected higher than usual sales made to retail dealers on outright terms rather than, as is normal, on consignment terms. This meant that the increase in the total sales of the motor trade (main distributors, retail dealers, etc.) in the month may have been higher than the increase in the trade's final sales to the public and other buyers.

Sales of secondhand vehicles, by value, were 7 per cent lower than a year earlier, a decrease similar to that recorded in recent months.

Sales of petrol, oil and accessories, together with receipts from servicing and repairs, were 8 per cent higher than in November 1967, a rise only marginally lower than the average monthly increase on 1967 recorded in previous months.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover . . . . (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	158(b)	172	154	150		156	176	183	150	160	151	149	154	147	150	159	
	1967	+7	—6	—3	+15	+30	—1	—2	—13	—12	—2	+4	+1	+22	+25	+33	+34	+24
	1968	+9(c)	+26	+1	+4		+18	+24	+33	—1	+9	—3	—2	+9	+5	+5	+7	
Analysis of Turnover: Sales of new motor vehicles . (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	163(b)	204	148	140		185	209	214	136	165	144	130	149	141	149	172	
	1967	+7	—16	—10	+24	+72	—10	—10	—25	—29	—2	+5	—7	+47	+53	+74	+77	+66
	1968	+10(c)	+41	—7	+1		+33	+39	+48	—15	+6	—11	—14	+9	+6	+4	+10	
Sales of secondhand motor vehicles. (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	142(b)	158	142	135		125	174	173	142	149	137	139	139	129	127	126	
	1967	+12	—8	—2	+37	+38	—6	—3	—12	—6	—7	+7	+15	+47	+54	+52	+47	+17
	1968	+3(c)	+27	—6	—5		+19	+30	+31	—4	+4	—13	—6	+1	—7	—6	—7	
All other sales and receipts . . (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160(b)	151	164	165		144	147	160	165	161	164	171	166	159	162	161	
	1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
	1968	+11(c)	+11	+12	+10		+5	+8	+19	+15	+14	+9	+9	+12	+9	+10	+8	

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1968 turnover was the four weeks from October 27, 1968 to November 23, 1968; the corresponding period in 1967 was from October 29 1967, to November 25, 1967.

(b) Index numbers for period January to November 1968.

(c) Percentage change for period January to November 1968 compared with the corresponding period of 1967.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in November

THE TURNOVER of the catering trades, of laundries and dry cleaners and of hairdressers all showed larger increases compared with November 1967 than had been recorded in the first three quarters of 1968 compared with the corresponding period a year earlier. For the catering trades, part of the large increases recorded in October and November was due to the poor business done in these months in 1967.

Catering trades

After allowing for seasonal influences the value of the turnover of the catering trades in the three months ended November was 3 per cent higher than in the preceding three months, a rate of increase somewhat higher than the upward movement recorded earlier in 1968.

VALUE OF CATERING TRADES TURNOVER

Seasonally adjusted
Index numbers of turnover per week (current prices)

1964 = 100

	1967	1968
1st quarter	114	116
2nd quarter	113	116
3rd quarter	114	118
4th quarter	113	
3 months ended August		117
3 months ended November		121

[A brief description of the method used to calculate these seasonally adjusted indices was given in the article on the turnover of the catering trades, laundries and dry cleaners and hairdressers in the *Board of Trade Journal* of December 13, 1968].

For November itself, the increase compared with November 1967 is particularly marked in the case of licensed hotels, whose turnover increased by 13 per cent, and for public houses with an increase of 9 per cent. Both these increases were much larger than the 7 per cent and 1 per cent recorded in the third quarter of the year, and are partly due to the depressing effect on turnover in October and November 1967 of publicity connected with the breathalizer tests. The 5 per cent increase in the turnover of restaurants, cafes, etc., and the 4 per cent increase in the turnover of canteens were not markedly different from the increases in turnover earlier in the year. The November period ended on November 23, only one day after the Chancellor's announcement of increased taxes on tobacco and alcoholic drink, and sales in that period did not therefore reflect increases in the prices of these commodities.

Laundries and dry cleaners

The turnover of laundries was 4 per cent higher in November than in November 1967, whereas turnover in the previous 10 months of 1968 had been much the same as in the corresponding period of 1967. For dry cleaners, turnover rose by 2 per cent in November, compared with a decline of 2 per cent between the first 10 months of 1968 and the corresponding period of 1967.

Hairdressers

The 3 per cent increase in the turnover of hairdressers in November was very much in line with the increase recorded in the third quarter; although the increase for men's hairdressers and tobacconists was marginally lower than in the third quarter, perhaps because of some switch of tobacco sales to grocery shops.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	128	128	108	101	114
	1968		100	120	135		96	100	103	115	114	128	135	138	132	115	109	
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	−1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968	+3*	Nil	+4	+3		+1	+1	−1	+7	+2	+4	+1	+4	+4	+7	+8	
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		83	128	169		76	81	90	107	119	153	172	180	159	121	100	
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	−2	Nil	+4	+1	+6	+3
	1968	+7*	+2	+7	+7		+4	+3	−1	+11	+3	+7	+7	+9	+6	+10	+13	
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	113	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968		101	116	139		96	103	103	115	108	122	135	142	140	113	108	
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	−1	+1	−1	+2	+2	+2	+3	+1
	1968	+4*	+1	+5	+4		+1	+2	+1	+7	+4	+4	+2	+4	+5	+4	+5	
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		102	121	128		100	101	105	119	115	127	130	130	125	115	111	
	1967	+2	+6	+1	+4	−1	+5	+5	+6	−3	+1	+3	+7	+4	+3	−2	−1	−1
	1968	+2*	−1	+3	+1		+1	Nil	−3	+7	+1	+3	−1	+2	+2	+8	+9	
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968		114	107	101		110	114	117	106	113	104	99	97	104	114	121	
	1967	−2	−2	Nil	−3	−1	+2	−1	−6	+7	−3	−3	−1	−3	−4	−1	+1	−3
	1968	+4*	+5	+2	+6		Nil	+4	+11	−5	+5	+4	+6	+7	+5	+5	+4	

*January-November.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The November 1968 period was the four weeks from October 27, 1968 to November 23, 1968, the November 1967 period was from October 29, 1967 to November 25, 1967.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968		96	103	101		90	97	100	100	105	102	104	100	100	104	104	
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968	—1*	—1	—1	—1		—4	—3	+4	—4	+1	—1	Nil	Nil	—2	Nil	+3	
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968		97	102	101		95	98	99	98	105	103	105	100	99	105	106	
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968	Nil*	Nil	—1	+1		—3	—2	+4	—5	+1	—1	+1	+1	+1	+3	+4	
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968		94	103	100		82	96	102	104	105	101	101	99	101	103	102	
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968	—2*	—2	—2	—3		—6	—4	+4	—2	Nil	—3	—2	—1	—6	—4	+2	

NOTE: The figures exclude launderettes. See note (a) to Table 1. *January-November.

Table 3. Hairdressers

ndex numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968		98	104	106		94	98	102	104	103	105	108	107	105	103	103	
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968	+2*	Nil	+2	+3		—2	—1	+1	+3	Nil	+3	+2	+2	+3	+2	+3	
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968		97	103	109		100	98	95	100	98	109	109	108	109	103	104	
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968	+2*	Nil	+4	+3		+1	Nil	—1	+5	Nil	+6	+1	+3	+5	+1	+2	
Women's hairdressers, and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968		98	105	105		92	98	104	106	105	103	107	107	103	103	103	
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968	+2*	Nil	+2	+3		—2	—1	+1	+3	+1	+2	+3	+2	+2	+3	+3	

NOTE: See note (a) to Table 1. *January-November.

Footwear industry: orders and deliveries

NET NEW ORDERS received by the footwear industry in the three months September-November were 4 per cent less than in the corresponding months of 1967. Deliveries continued to reflect the higher level of orders received in the earlier part of the year; in the September-November period they were 8 per cent more than in the comparable period of 1967. Order books fell between October and November but were 8 per cent more than at the end of November 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter	38·2	13·0	17·0
1967 September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	22·3	18·2
March	46·0	22·8	18·4
April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July	43·6	9·4	15·8
August	41·3	12·8	15·1
September	38·2	16·9	20·0
October*	39·6	21·2	19·8
November*	38·1	17·6	19·1

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

*Provisional.

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The chemical industry in the first half of 1968

THE FOLLOWING information brings up to date an article entitled 'The Chemical Industry in 1967', which appeared in the *Board of Trade Journal* on July 19, 1968, page 177. The chemical industry as defined in this article comprises Minimum List Headings 271 to 277 of the Standard Industrial Classification, i.e. the sectors listed in Table 1.

The seasonally adjusted index of production for the chemical industry averaged 183 points in the first half of 1968 and was 9 points or 5 per cent higher than in the corresponding period of 1967. This rate of growth was slightly less than the 6 per cent increase in the first half of 1967 over the corresponding period in 1966.

Production in sectors of the industry

Comparing output in the first half of 1968 with that in the corresponding period of 1967, most of the more important sectors of the industry showed increases above the average for the industry as a whole, though only in the inorganic chemicals and synthetic resins and plastics materials sectors did the rates of growth of production exceed those achieved in the first half of 1967 over the corresponding period of 1966. Output of synthetic resins and plastics materials was nearly 12 per cent higher than in the first half of 1967, compared with an expansion of 7¾ per cent between the first halves of 1966 and 1967. Similarly production of inorganic chemicals advanced by 7½ per cent compared with 4½ per cent. Production of organic chemicals, however, while increasing by 5¼ per cent over the first half of 1967, fell back on the 8½ per cent growth-rate achieved between the first halves of 1966 and 1967. Similarly, increase in production of pharmaceutical preparations fell back slightly on the 9 per cent growth between the first halves of 1966 and 1967 to around 7½ per cent. After increasing by 10½ per cent between the first halves of 1966 and 1967, fertilizer production increased by only 3¼ per cent over the first half of 1967.

Among the remaining sectors of the industry, output of paint increased by some 5 per cent, while production in the soap and detergents and toilet preparations sectors both showed smaller increases in the region of 2½ per cent. Output of dyestuffs, having fallen off slightly between the first halves of 1966 and 1967, increased by some 8 per cent in the first half of 1968. Production of vegetable and animal oils and fats showed virtually no change after declining by some 4 per cent between the first halves of 1966 and 1967.

Table 2. Movement in prices in the chemical industry, 1962-1968

(1954 = 100)

	1962	1963	1964	1965	1966	1967	Jan.-June 1968
Materials and fuel used (a)	105	107	111	117	117	117	125
Total sales (a)	103	103	105	108	109	110	115
Home market sales (a)	105	105	107	109	110	111	116
of which:							
General chemicals	102	100	100	101	103	104	108
Pharmaceutical preparations	99	98	100	101	103	103	105
Plastics materials	78	77	76	75	75	74	76

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Headings 271-277 of the Standard Industrial Classification, 1958).

Exports and imports

Exports of the products of the chemical industry in the first half of 1968 totalled some £297 million. In terms of current prices, this was some £33 million, or 12 per cent, more than in the corresponding period of 1967. In the largest sector by value, chemical elements and compounds, exports rose by 21 per cent to £74 million. In other important sectors by value, viz., dyeing, tanning and colouring materials, medicinal and pharmaceutical products, essential oils and plastics materials, exports rose by 11, 18, 12 and 7 per cent, respectively. On the other hand, exports of fertilizers, although a comparatively minor sector by value, fell back to around the first half of 1966 level, decreasing by 32 per cent to £3.6 million.

Imports of the products of the chemical industry rose sharply over the first half of 1967, and in the first half of 1968 totalled some £206 million, an increase of £38 million or 23 per cent.

There were substantial increases in all major sectors of the industry by value. In the largest sector by value, chemical elements and compounds, which, in both periods accounted for some 40 per cent of the total, imports rose by £10 million or 14 per cent. In other important sectors by value, viz., plastics materials, fertilizers, dyeing, tanning and colouring materials, essential oils and medicinal and pharmaceutical products, imports rose by 25, 18, 36, 23 and 34 per cent respectively.

Table 1. Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100							
		1963	1964	1965	1966	1967	1967		1968
							Jan.-June	July-Dec.	Jan.-June
Dyestuffs	3·9	149	179	171	158	151	156	147	169
Fertilizers	4·2	128	131	133	129	139	148	130	153
Other chemicals:									
Organic chemicals (a)	11·0	191	220	232	246	262	263	261	278
Inorganic chemicals	10·6	130	142	150	152	159	159	159	171
Other chemicals, gases, etc.	19·1	129	137	141	145	150	153	147	158
Explosives	5·1								
Miscellaneous chemical industries (b)	5·2								
Plastics materials	7·8	192	222	241	255	278	279	278	312
Paint and varnish	9·3	115	123	124	125	128	132	125	139
Pharmaceutical preparations	10·8	152	165	187	206	220	226	215	243
Toilet preparations	3·4	141	152	154	161	166	152	181	156
Soap, detergents, etc.	6·4	105	110	106	107	108	111	105	114
Vegetable and animal oils and fats	3·2	110	106	106	102	102	102	102	102
Total chemical industry	100·0	141	154	161	167	175	177	173	188
Total chemical industry seasonally adjusted		141	154	161	167	175	174	176	183
Total all UK productive industry seasonally adjusted		119	128	132	133	133	133	134	138

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides; disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

Manpower and investment

Provisional estimates indicate that employment in the chemical industry in the first half of 1968 fell slightly by just under 1 per cent compared with the corresponding period of 1967. In the general chemicals and dyestuffs sector, which accounts for rather less than half of the total employed, there was a similar decline of 1 per cent, while in the pharmaceutical and toilet preparations sector, which is next in importance, employment remained virtually unchanged.

New fixed investment in the chemical industry in the first half of 1968 is provisionally calculated to have been some 4 per cent lower than in the corresponding period of 1967.

Prices

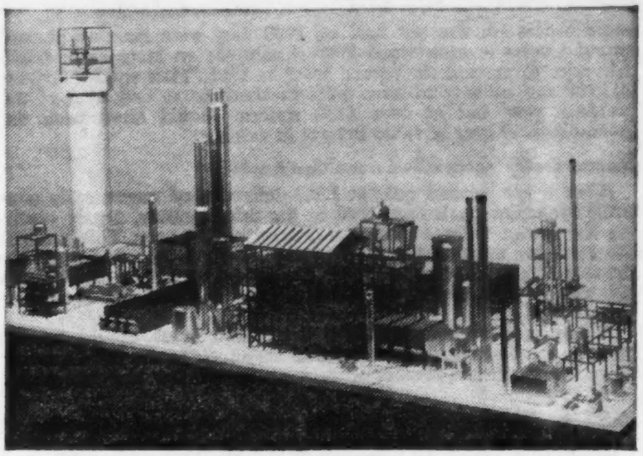
The price index of total sales of the chemical industry which increased by 1 per cent between 1966 and 1967, increased markedly by some 4½ per cent in the first half of 1968. The index for sales on the home market correspondingly increased by 4½ per cent. Prices of general chemicals increased by just under 4 per cent over 1967, while prices of pharmaceutical preparations and plastics materials increased by 2 and 2½ per cent respectively.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

- Part 4 Chalk, clay, sand and gravel extraction (price 3s. 6d. or including postage 3s. 10d.).
- Part 49 Miscellaneous (non-electrical) machinery (price 7s. 0d. or including postage 7s. 6d.).
- Part 59 Domestic electrical appliances (price 3s. 6d. or including postage 3s. 10d.).
- Part 77 Weaving of cotton, linen and man-made fibres (price 5s. 0d. or including postage 5s. 4d.).
- Part 113 Miscellaneous wood and cork manufactures (price 4s. 0d. or including postage 4s. 4d.).
- Part 116 Miscellaneous manufactures of paper and board (price 4s. 0d. or including postage 4s. 4d.).

Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches or by post from HMSO, PO Box 569, London, S.E.1.



A model of the £18.5 million combined ammonia and urea fertilizer plant for which The Power-Gas Corporation Ltd., a Stockton-on-Tees (Co. Durham) member of the Davy-Ashmore Group, is to be main contractor at Umm Said on the east coast of the Gulf State of Qatar. The construction contract was recently signed by Sheikh Khalifa bin Hamad al-Thani, Deputy Ruler of Qatar, and Mr. M. J. Milner, sales director of The Power-Gas Corporation.

Business Monitor:

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:
Rubber for September, 1968.
Wood Chipboard for November, 1968.

Quarterly at 7s. 6d a year post free:
Newspapers for July-September, 1968.
Pesticides and Allied Products for July-September, 1968.

Civil aviation series:

Monthly at £1 a year, post free:
Airport Activity for August, 1968.

Rising orders for machine tools

ORDERS FOR BRITISH MACHINE TOOLS – for both home and export – continue the recent upward trend. Total new orders for 1968 look like reaching a record level, at current prices, although in volume terms not quite up to the record level in 1965. The big difference from that previous record year for orders is in the proportion of export orders, over 35 per cent in 1968, compared with little more than 25 per cent in 1965. Home orders have only recently begun to recover and for the year will be well below 1965 in value, and in volume terms probably little, if any, higher than in 1966. Nevertheless they will be a big improvement, around £20 million or 20 per cent to 25 per cent up, on the previous year.

The latest provisional figures published today by the Ministry of Technology show that new home orders worth £22 million were taken in November and October compared with £25.8 million for the whole of the third quarter, which was itself the highest quarterly figure for over two years. Total new orders in the last three months were over 20 per cent higher than in the previous three months, though perhaps a quarter of this increase was seasonal, with much the same sort of increase both for the home and the export markets.

Longer order books

Order books have lengthened over recent months, both for home and export, and total orders on hand at the end of November were approaching £110 million, £60 million of which was for the home market. Both home and export order books are now about 15 per cent higher than a year ago and for export represent over 10 month's work at current delivery rates whilst home order books represent about 7½ months work.

The final figures for all firms for the third quarter of 1967 show little difference from the provisional figures for deliveries and home net new orders. Large new export orders were won by some of the smaller, but growing firms not yet included in the monthly sample, so that export new orders are now shown to have reached £17 million in the third quarter. This level has only once been exceeded, by that achieved in the same quarter of 1967 which included the very exceptional orders from East Europe. With these final third quarter figures it is clear that orders have been exceeding deliveries since April – in total to the tune of £15 million in the eight months to November. The trend in total deliveries has remained fairly steady over the last three months and, allowing for seasonal factors, the small fall in home deliveries almost completely offset by the similar sized increase in exports compared with the previous three months.

Export deliveries a record in 1968

Export deliveries for the first 11 months of 1968 have already reached almost £50 million and the years figures will probably have been about £55 million, nearly £10 million or 20 per cent above the previous record level in 1967 – a direct consequence of high level of export orders in the previous year. Home deliveries at just under £90 million were about 10 per cent lower than the 1967 level for the 11 months of 1968 and will probably have finished up somewhere near the 1965 level or more than 10 per cent down on the previous year. If the recent improvement in

(Continued on next page)

RISING ORDERS FOR MACHINE TOOLS, *continued*

home orders – in the last half of 1968 they were running around record levels – is maintained 1969 should see an increase in home deliveries to around the record level in 1967. Thus total deliveries in 1968 are unlikely to have quite reached the record level of the previous year but at over £150 million should have been the second highest ever in value but not in volume.

Numerically controlled machine tools

After a low second quarter total deliveries of numerically controlled machine tools recovered in the third quarter, nearly reaching the record value of the first quarter of the year. This brought the total for the first three quarters of 1968 to 70 per cent above the same three quarters of 1967. Export deliveries increased by 20 per cent whilst home deliveries nearly doubled on the same comparison.

Although not quite reaching the record level of the second quarter, total new orders were again very high in the third quarter. Here too the home market is showing the greater increase with a 70 per cent increase, bringing total orders up by 50 per cent, over the first three quarters of 1967.

The latest figures confirm the trend towards higher average values for the numerically controlled machine tools being ordered for the home market. The average value for the first three quarters of 1968 was about £27,000 compared with £18,000 for 1967. Export average values actually decreased over the period from about £45,000 to £39,000 and the combination of these two trends has resulted in a bigger share for home orders in the total value – rising from 60 per cent in 1967 to almost 70 per cent in 1968. Nevertheless it is still true that, in general, export orders are for larger and more sophisticated machine tools.

Point to point control machines accounted for nearly 90 per cent of the machines delivered during 1968 and only just over 10 per cent continuous path control. Amongst the orders, however, the latter machines have increased their share to nearly a quarter.

Boring machines accounted for half of all deliveries during 1968. Milling machines formed the next largest category with 15 per cent. These two categories were also the largest in orders where boring machines accounted for 35 per cent and milling machines for 30 per cent.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter	34·0	11·9	22·1	96·8	44·2	52·6	37·6	13·0	24·6
3rd quarter	38·1	13·6	24·5	101·5	47·6	53·9	42·8	17·0	25·8
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April	10·5	3·7	6·8	94·4	42·6	51·8	11·6	3·1	8·5
May	11·9	4·3	7·6	97·5	43·6	53·9	15·0	5·3	9·7
June	11·7	4·0	7·7	96·8	44·2	52·6	11·0	4·5	6·5
July	13·6	4·8	8·8	99·1	45·1	54·0	15·9	5·7	10·2
August	11·0	3·7	7·3	100·4	45·6	54·8	12·3	4·2	8·1
September	13·4	5·1	8·3	101·5	47·6	53·9	14·6	7·1	7·5
October*	12·6	4·8	7·8	107·6	49·7	57·8	18·6	6·9	11·7
November*	13·6	5·2	8·4	108·3	48·5	59·8	14·4	4·0	10·4
December									
December 1967-November 1968*	151·5	53·8	97·7	108·3	48·5	59·8	164·9	59·4	105·5
December 1966-November 1967	154·9	45·0	109·9	94·9	42·9	52·0	145·6	57·7	87·9
Percentage change	—2	+20	—11	+14	+13	+15	+13	+3	+20

*Provisional.

(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)

(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.

(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standard Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form,

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41.4	49·3	145·7	58·1	87·6
1967 1st quarter	38·4	11·4	27·0	92·7	29·2	63·5	30·5	11·5	19·0
2nd quarter	38·7	11·7	27·0	93·9	32·7	61·2	40·0	15·3	24·7
3rd quarter	39·4	11·2	28·2	93·3	39·4	53·9	38·9	17·9	21·0
4th quarter	39·0	11·4	27·6	90·7	41·4	49·3	36·4	13·3	23·1
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter	35·7	13·1	22·6	94·8	42·0	52·8	36·3	11·7	24·6
3rd quarter	39·7	13·9	25·8	98·8	44·5	54·3	43·7	16·5	27·2
4th quarter									
1967 January	13·1	3·5	9·6	96·8	29·2	65·6	9·4	3·7	5·7
February	12·3	3·9	8·4	95·1	29·0	66·1	10·6	3·7	6·9
March	13·0	4·0	9·0	92·7	29·2	63·5	10·5	4·1	6·4
April	12·1	4·0	8·1	90·8	27·8	63·0	10·3	2·6	7·7
May	13·8	4·2	9·6	92·5	29·2	63·3	15·5	5·7	9·8
June	12·8	3·5	9·3	93·9	32·7	61·2	14·2	7·0	7·2
July	13·0	3·6	9·4	90·3	32·3	58·0	9·4	3·2	6·2
August	13·7	4·2	9·5	88·1	31·7	56·4	11·6	3·6	8·0
September	12·7	3·4	9·3	93·3	39·4	53·9	17·9	11·1	6·8
October	13·1	3·4	9·7	92·0	39·8	52·2	11·7	3·8	7·9
November	13·0	4·0	9·0	91·8	40·6	51·2	12·9	4·8	8·1
December	12·9	4·0	8·9	90·7	41·4	49·3	11·8	4·7	7·1
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April	12·0	4·4	7·6	93·4	42·0	51·4	11·3	3·0	8·3
May	11·6	4·3	7·3	96·0	42·1	53·9	14·2	4·4	9·8
June	12·0	4·3	7·7	94·8	42·0	52·8	10·9	4·3	6·6
July	14·9	5·3	9·6	94·3	41·9	52·4	14·5	5·3	9·2
August	12·5	3·9	8·6	96·7	43·4	53·3	14·9	5·4	9·5
September	12·3	4·7	7·6	98·8	44·5	54·3	14·3	5·8	8·5
October*	13·1	4·8	8·3	104·7	46·2	58·5	19·0	6·5	12·5
November*	13·3	4·9	8·4	105·0	46·0	59·0	13·6	4·7	8·9
December									
Average of the latest 3 months*	12·9	4·8	8·1	105·0	46·0	59·0	15·6	5·6	9·9
Average of the previous 3 months	13·1	4·5	8·6	96·7	43·4	53·3	13·4	5·0	8·4
Percentage change	—2	+7	—6	+9	+6	+11	+16	+12	+18

*Provisional.

(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)

(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.

(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 3. Numerically controlled metal working machine tools

	Deliveries during				New orders receiving during the quarter			
	Total		For Export		Total		For Export	
	No.	Value £'000	No. (1)	Value £'000	No.	Value £'000	No.	Value £'000
1966	323	4,161		904	460	7,413	141	2,793
1967	458	7,503		2,534	469	10,429	101	3,688
1966 1st quarter	54	728		25	118	1,814	35	569
2nd quarter	90	1,026		137	145	2,131	55	961
3rd quarter	85	1,061		392	111	1,961	33	868
4th quarter	94	1,346		350	86	1,506	18	395
1967 1st quarter	93	1,324		322	89	1,745	12	509
2nd quarter	112	1,385		308	124	3,577	36	2,135
3rd quarter	114	2,172		936	121	2,473	23	510
4th quarter	139	2,622		968	135	2,635	30	532
1968 1st quarter	157	3,322	35	820	91	2,075	11	222
2nd quarter	110	1,976	24	434	149	4,904	36	1,562
3rd quarter	129	3,025	23	623	147	4,496	44	1,755
4th quarter								
1968 January-September	396	8,323		1,917	387	11,475	91	3,539
1967 January-September	319	4,881		1,566	334	7,795	71	3,154
Percentage change	+24	+71		+22	+16	+47	+28	+12

Note: (1) Prior to 1968 numbers were not collected.

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Exhibitions and Fairs

Progress in the Scottish Highlands and Islands: Mrs Dunwoody

THE ACHIEVEMENTS of the Highlands and Islands Development Board during the three years it had been in existence were praised by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, last week. Mrs. Dunwoody was speaking at the Highland Board's dinner for the 'Highland Fling' exhibition on r.m.s. 'Clansman' at Tower Pier on January 9.

'The Board of Trade are only too well aware of the many difficulties in the way of persuading firms or organizations to expand or set up new projects in an area away from their home base,' said Mrs. Dunwoody. 'We have no power to direct industry, and our task is therefore to sell the industrialists the attractions of an area whilst we offer him financial and other inducements to encourage him to move. The Highland Board are to be congratulated on the effectiveness with which they have so far used their powers of persuasion and inducement.'

Up to the present time the Highlands and Islands Development Board had approved assistance totalling over £4 million, mainly in the form of loans, for over 800 projects of all kinds in the Highlands and Islands; these projects were expected to provide eventually about 3,000 jobs. When one took into account that nearly every £1 of assistance had been matched by £1 from private resources, this amounted to a total investment of nearly £8 million in the region.

Mrs. Dunwoody pointed out that the range of projects assisted was just as impressive. As well as marine engineering, boat building, shipping and fishing projects, assistance had been given to fish-processing plants, manufacturers of fishing flies, textiles, spectacle frames, precision engineers, craft industries and tourist developments.

'I am glad to be able to pay tribute to the work done by the Development Board in encouraging the development of industry in the Highland counties to counteract any tendency for workers to leave the area in search of employment elsewhere,' continued Mrs. Dunwoody. 'I am very glad that the Government has been able, during recent months, to play its part in this operation by its support for the imaginative project of the British Aluminium Co. to establish a large aluminium reduction plant at Invergordon which will provide work in the long term for 600 men once full capacity is reached by 1972. This, together with the employment generated by the construction programme for the plant, will, we hope, stimulate the industrial growth of this particular part of the Highlands and so make a contribution to the regeneration of the area as a whole.'

The 'Highland Fling' exhibition was opened by HRH Prince Philip, Duke of Edinburgh, on January 9, and ends on January 18. At the time the *Journal* went to press the organizers reported that the show was attracting enthusiastic crowds – more than 15,000 in the first two or three days.

Macy's New York report on British festival success

BRITISH MANUFACTURERS whose goods were on sale during the 'Great Festival of Great Britain' that was held by Macy's New York last September have been invited to a 'Proof of Performance' presentation at Nash House, Carlton House Terrace, London, S.W.1 on January 23, when Mr. David L. Yunich, president of Macy's New York, will report on the results and success of the festival.

Mr. Edmund Dell, Minister of State, Board of Trade, has accepted an invitation to attend the presentation and will present a souvenir in commemoration of the festival to Mr. Yunich on behalf of HM Government. This award takes the form of a Union Jack in a cube form carved from a special aluminium alloy mounted on a base of English Ashburton marble, designed by Mr. Leslie Durbin, the noted British designer, master craftsman and silversmith.

Macy's New York – claimed to be the world's largest store – gave prominence to British goods of every description during the festival, which was opened by Lord Mountbatten and supported by various 'special events' and by full-page advertising in the New York papers. More than 100 buying trips to Britain were made in preparation for the festival.

Coloured slides of the festival will be shown during the presentation on January 23.

Note: Macy's 'Great Festivals of Great Britain' were held at the New York store from September 3 to 21; at New Haven from September 5 to 21; at Macy's Colonie from September 9 to 21, 1968; and at nine suburban stores.

British Shopping Week for Gothenburg

SIR ARCHIBALD ROSS, HM Ambassador to Sweden, announced at a British-Swedish Chamber of Commerce lunch in Gothenburg yesterday (January 16) that a British Shopping Week would be held there from September 19 to 28. The event will be known locally as 'London Week' and is being organized by local retailers with the support of the British Embassy, the Consulate-General in Gothenburg and the Board of Trade in London. It follows closely on the highly successful British Week in Stockholm, which resulted in greatly increased sales of British consumer goods in this sophisticated EFTA market.

Commercial conferences at Tehran Fair

A NUMBER of practical commercial conferences will be held concurrently with the Second Asian International Trade Fair in Tehran (October 5 to 24) at which the Board of Trade is organizing a British Pavilion with the cooperation of the BNEC Committee for Middle East Trade and the Middle East Section of the London Chamber of Commerce (see January 3 issue of the *Journal*, page 27).

Petrochemical and marketing seminars

A special section of the fair will be devoted to the petrochemical industry, and a petrochemical seminar is planned in order to bring together the producers of petrochemicals, the makers of machinery for processing petrochemicals and potential small manufacturers of plastic consumer goods, cosmetics, building materials, and so on.

Marketing seminars will also be held to explain to manufacturers and merchants from developing countries how products with good export possibilities can be sold in the main markets of the world, and importers and representatives of commercial organizations in the developed countries will be invited to discuss marketing procedures in their own countries.

ECAFE trade talks

In addition to these conferences, this year's bi-lateral trade promotion talks held annually by member countries of the United Nations Economic Commission for Asia and the Far East are also planned to take place in Tehran during the period of the fair. At their conclusion, discussions on trade prospects will be facilitated between representatives of ECAFE and non-ECAFE countries.

Industrial Promotions Service

The United Nations Industrial Development Organization will also be providing an Industrial Promotions Service at the fair. Exhibitors will be able to show industrial developments for which they have already supplied equipment to Asian countries, and they will be provided with a list of definite projects which developing countries plan to realize within the next few years. Many Middle East and Asian countries have ambitious plans for future developments – Iran, for example, plans to invest the equivalent of US $11 billion during the period 1968-73.

Anyone interested in participating in the conferences or who would like further information is invited to contact the Trade Fairs Branch of the Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 2262 – Mr. R. Clark).

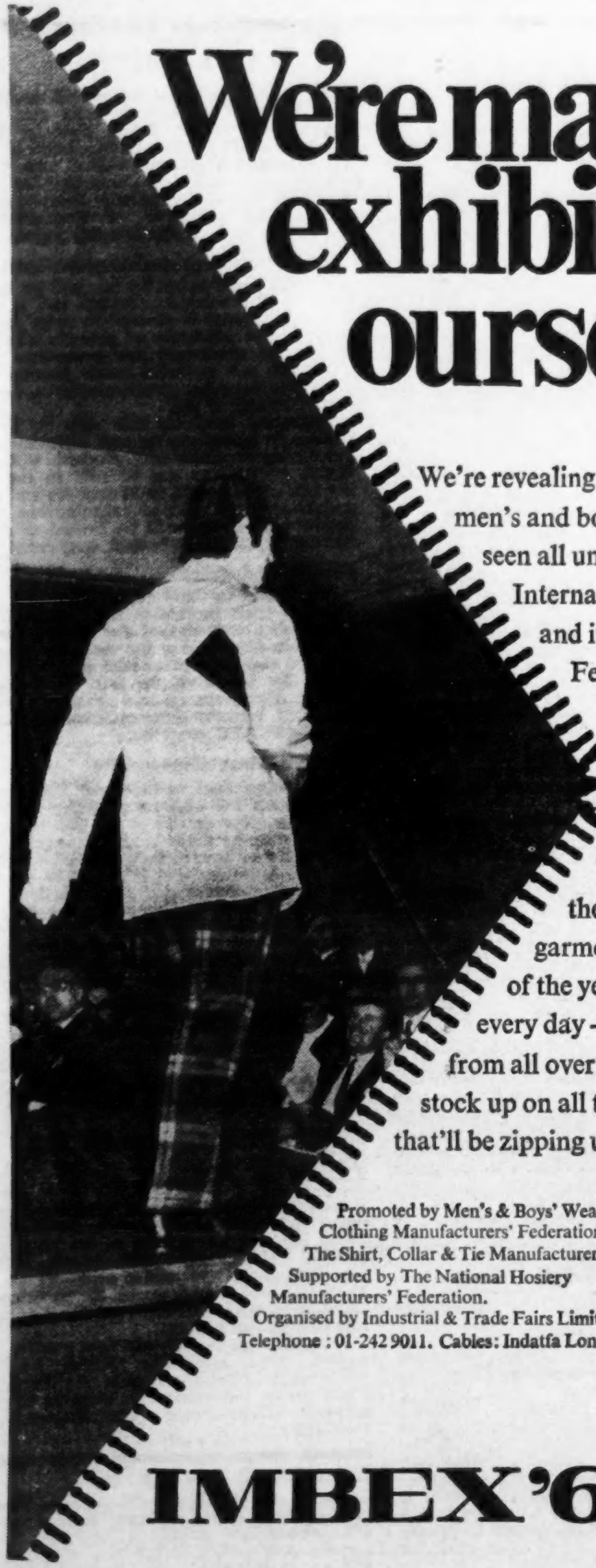
First British group for Bologna leather fair

FOURTEEN British companies will be exhibiting with the Leather Institute under the Board of Trade joint venture scheme at the 23rd International Shoe & Leather Fair, Bologna (March 1-5). This is the first time a British group has been organized at this event. Its participation coincides with the extension of the Fair by a new fashionwear section.

A highlight of the Fair will be a prestige promotion stand presenting 'British Leather', where every exhibitor (within the Board of Trade group, independent or showing through an agent) will be invited to contribute one item for display.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*



We're making an exhibition of ourselves.

We're revealing the finest collection of men's and boys' wear that you've ever seen all under one roof! At IMBEX 69 – the seventh International Men's and Boys' Wear Exhibition – and it takes place at Earls Court from February 24th-28th, Daily 9.30 am-6.00 pm – Last Day 9.30 am-2.00 pm

This is the only trade exhibition of its kind in the U.K. where you can see, touch and buy the garments displayed – it's your opportunity of the year. See International Style Parades every day – meet hundreds of exhibitors from all over the world – and above all stock up on all the new styles that'll be zipping up your profits next year!

Promoted by Men's & Boys' Wear Exhibitions Limited. Sponsored by The Clothing Manufacturers' Federation of Great Britain.
The Shirt, Collar & Tie Manufacturers' Federation. The Tie Manufacturers' Association.
Supported by The National Hosiery Manufacturers' Federation.
Organised by Industrial & Trade Fairs Limited Commonwealth House New Oxford Street London WC1.
Telephone : 01-242 9011. Cables: Indatfa London WC1. Telex: 262567

IMBEX '69 **Earls Court London**
24-28 February 1969

Royal visit to Carpex and Imbex

HM THE QUEEN will be visiting Carpex 69, the International Carpet, Linoleum and Floor Coverings Fair, and Imbex 69, the International Men's and Boys' Wear Exhibition, on February 25.

Some 130 exhibitors from 20 countries will be taking part in Carpex, which will run at Earls Court from February 24 to 28. Carpex 69 is the 30th in the series and is sponsored by The Federation of British Carpet Manufacturers, The Linoleum Manufacturers' Association and The Tufted Carpet Manufacturers' Association and organized by Industrial and Trade Fairs Ltd.

Imbex also will be held from February 24-28 at Earls Court, and some 253 exhibitors from 20 countries will be participating. Imbex 69, the seventh in the series, is promoted by Men's and Boys' Wear Exhibitions Ltd., sponsored by The Clothing Manufacturers' Federation of Great Britain, The Shirt, Collar and Tie Manufacturers' Federation and The Tie Manufacturers' Association, supported by the National Hosiery Manufacturers' Federation, and organized by Industrial and Trade Fairs Ltd.

QE2 furnishings on display at Design Centre

EXAMPLES of furniture, fabrics, tableware and other items selected or commissioned for the Queen Elizabeth 2 are on display at The Design Centre until February 15. Most of the items on show have been selected for the Queen Elizabeth 2 from current ranges available to the general public, although some have been modified to meet special requirements such as the use of fire-retardant materials throughout the ship. This is the second time that The Design Centre has shown the work of British designers in connection with the Queen Elizabeth 2. Last February over 82,000 people visited an exhibition to see the interior designs planned for the new Cunarder.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

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Sao Paulo, Brazil
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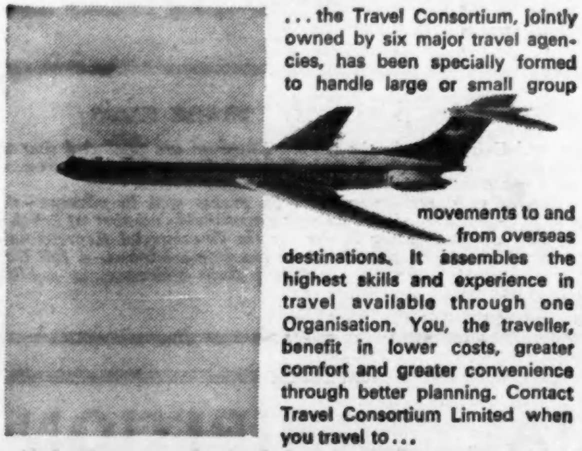

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Official Agents for
BRITISH WEEK - TOKYO
25 SEPT.–5 OCT. 1969

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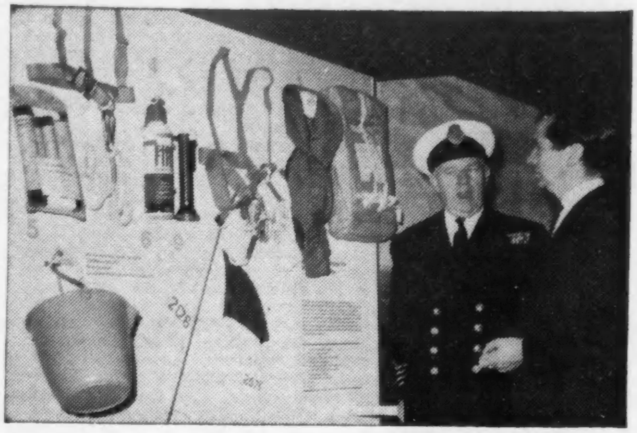
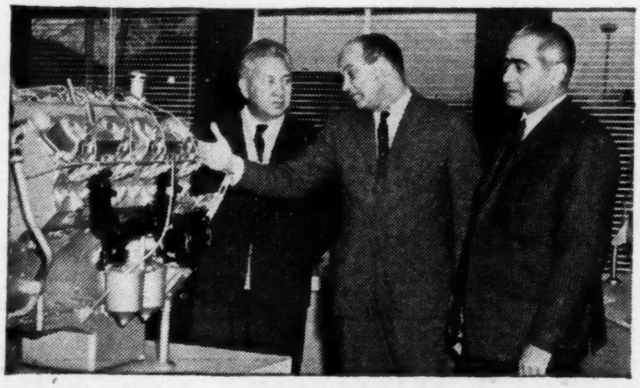
United States store buyers visiting Britain

THE BOARD OF TRADE has been advised that buyers from Broadway Department Stores, Los Angeles, California, who will be holding a promotion in 28 of their stores in October 1969 featuring British goods, will shortly be visiting or in some cases are already in this country. Manufacturers and exporters wishing to meet these buyers should contact the store's London buying house, Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031 and 01-629 2856). Further information about this promotion may be obtained from Mr. C. J. Mather, British Weeks and Store Promotions Directorate, Room 207, Tower Block, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7251).

Mr. F. Kramer, Merchandise manager (Home Furnishings Division)
The week of February 23.
Mr. G. Browne, Buyer (silverware)
The week of February 23.
Mr. T. Platt, Buyer (blankets, car robes, etc.)
The week of February 23.
Mr. Cohen, Buyer (table linens)
The week of February 16.
Mr. J. Wells, Merchandise manager (Men's Division)
Buying: Pyjamas
Available in United Kingdom until January 22.
Mr. J. Scavarda, Buyer (boys' furnisings and clothing)
January 18-22.
Mr. J. La Fortune, Buyer (boys' wear)
January 18-22.
Mr. E. Moser, Buyer (robes and clothing, i.e. suits, slacks, etc.)
February 10-15.
Mr. A. Hoffman, Buyer (men's sportswear and furnishings)
January 18-29.
Mr. Morton-Siegenfeld, Buyer (ready to wear coats, suits, fabrics)
January 19-23.
Mr. P. Cantore, Buyer (men's knitwear)
January 29-February 1.
Mr. D. Ross, Buyer (men's knitwear and outerwear)
January 29-February 1.
Mr. S. Cohen, Buyer (men's outerwear, rainwear)
January 29-February 1.
Mr. S. Somers, Buyer (girls' outerwear)
Available in United Kingdom until January 19.
Miss J. Bender, Buyer (girls' outerwear)
Available in United Kingdom until January 19.
Miss N. Nielson, Buyer (girls' dresses and outerwear)
January 20-23.
Miss D. Nellermoe, Buyer (girls' sportswear)
January 20-23.
Miss S. Simpson, Buyer (girls' accessories, jewellery, belts, etc.)
April (date unknown).
Miss J. Shayman, Buyer (women's sweaters and swimwear)
Late January-early February (dates unknown).
Mr. G. Cook, Buyer (cosmetics)
January 30-February 5.
Miss T. Fairbrother, Buyer (infants' wear)
January 17-21.
Mr. R. Schwabel, Buyer (infants' wear and also decorations for children's rooms) January 19-23.
Miss M. Maisterra, Buyer (toddlers' wear and boys' wear age 3-6 plus).
January 20-23.
Mr. M. Jannes, Buyer (girls' and boys' wear age 3 to 6 plus)
January 18-22.
Mr. H. Jones, Merchandise manager (children's wear and sportswear)
January 23-25.
Mr. I. Carlson, Buyer (toys)
January 26-30.
Mr. T. Shehee, Buyer (toys)
January 25-February 1.
Mr. W. Stroud, Buyer (toys)
February 15 onwards.
M. J. Imbrogulio, Merchandise manager (toys, old books, houseware, stationery) January 25-February 13.
Mr. J. Rothermel, Buyer (china and glass)
January 19-23.
Mr. J. Ford, Buyer (china and glass)
January 19-23.
Mr. J. L. Rose, Merchandise manager (furniture. Tudor reproduction, wall decorations and prints)
January 31- February 7.
Mr. A. M. Petersen, Buyer (lamps and oil paintings)
February 4-8.
Mrs. Lee Hogan Cass, Fashion co-ordinator
Buying. Handkerchiefs and scarf squares depicting British or American scenes; tumblers or mugs decorated with, for example, the Union Jack or crowns, or coins in gold; and dolls, together with items which could be used in boutique areas in the stores.
Available in United Kingdom until January 25.



Mr. William Rodgers (right), Minister of State, Board of Trade, with Commander P. J. H. Bartlett, Chief Inspector, HM Coastguard, on the Board of Trade/HM Coastguard stand at the Boat Show. They are looking at the Board's Marine Division display of safety equipment and buoyancy aids recommended for pleasure craft under 30 ft. in length. Substantial export orders from 85 countries were taken at the Boat Show, which ran from January 1 to 11 and attracted 329,974 visitors.



During a recent visit to Perkins Peterborough headquarters, Mr. Hafizullah Rahimi (left), president of the Afghan Motor Service & Parts Company, Perkins distributors in Afghanistan, placed a £140,000 order for six cylinder 6.354 diesel engines to power International Harvester trucks. He is pictured with Mr. D. G. L. Rigby (centre), Perkins regional sales manager, and business associate, Mr. Ghulan Rasal Anwar, looking at Perkins most powerful diesel, the 170 b.h.p. V8.510 engine.

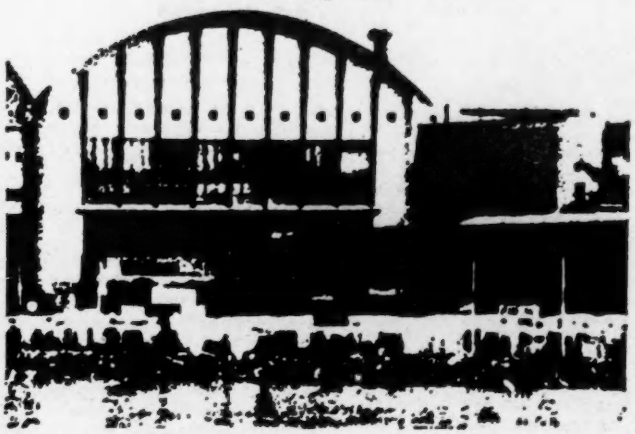
VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

GO
TO
LYON

Second City of France
the centre of business



Gateway to Europe:

"Paris is not France" as they say in Lyon, where one of the largest and most successful trade fairs in Europe takes place every Spring. Visitors from all over the world will be there – over 600,000 of them – to see 4,000 exhibits over a mile-long exhibition site.

What a chance for export-conscious Britain! See what's new!

Visit the LYON FAIR to find your agents; visit the LYON FAIR to assess your chances; talk to the British Groups exhibiting there – and join in our national sales efforts this year.

LYON INTERNATIONAL TRADE FAIR

22nd – 31st MARCH 1969

Specialized sections for HARDWARE (last 4 days, trade only); DOMESTIC APPLIANCES – GIFTS AND FANCY GOODS – BOATING, CAMPING AND CARAVAN EQUIPMENT – FOOD – OFFICE EQUIPMENT – WOODWORKING MACHINERY – AGRICULTURAL MACHINERY – MECHANICAL HANDLING – PUBLIC WORKS AND BUILDING EQUIPMENT – 'EXPOTHERM' (Heating, Ventilating & Air Conditioning).

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EXHIBITIONS & TRADE FAIRS (OVERSEAS) LTD.,
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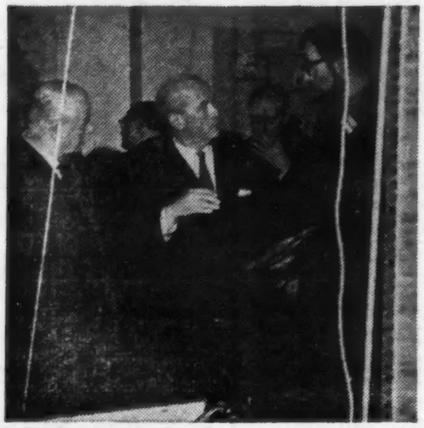
A shop-window for inventors

British inventiveness and ingenuity were in top form at the first exhibition devoted solely to inventions, held in London last week – the London International Inventions and New Products Exhibition, Linpex 69 for short. And there was plenty of evidence that good new ideas stand a better opportunity than ever before of being given the backing they deserve to allow them to be developed and exploited commercially.

For instance, the large-scale exhibit of the National Research Development Corporation – an independent public corporation financed by the Ministry of Technology with Government loans, which helps industry to develop and exploit new processes and inventions – displayed ten items from its portfolios, some already licensed to individual manufacturers and on the market and some available for licensing to industry. The Hoverkiln, which uses the Hovercraft principle to fire pottery at extremely high speed, can cut down glazing from 12 hours to 15 minutes. Designed by Shelly Furnaces Ltd., overseas interest has already shown that the Hoverkiln has a high export potential. Mr. B. S. W. Mann of NRDC told the *Journal* that several foreign marketing organizations, particularly from Europe, had shown interest in the Hoverkiln during the exhibition, as well as United Kingdom manufacturers. Mr. Mann added that there had long been a need for an exhibition like Linpex to act as a shop-window for British inventions.

A useful tool for surveyors and estate agents was a radio dampmeter also being shown by NRDC which can measure dampness simply by being held against the wall. Designed by Dr. John Billingsley of Cambridge University Engineering Department, the instrument was being offered to manufacturers under licence, and attracted lively interest from industry during the show.

New products which had been taken under the wing of Technical Development Capital were displayed on another extensive stand. (TDC is a commercially run organization formed six years ago to offer finance for technical innovation at an early stage.) These included the Miles braking force trailer, for measuring the braking force coefficient of a road or runway surface, developed commercially from the original Road Research Laboratory model by Miles Engineering Ltd. Mr. H. S. Wood, the company's sales manager, told the *Journal* that Miles had sold their commercial version to three overseas customers and that there was further interest from companies in North America and Germany. During the summer, Mr. Wood had taken the trailer to America, where an intensive series of trials organized by the Ministry of Technology and NASA had demonstrated its efficiency and versatility, especially in measuring slush drag on runways.



The 'Power Tower' – a portable hoist incorporating a new 'extruded hollow column' principle which enables a retracted height of only 30 in. to be extended to 25 ft. or more – won the Richardson Gold Medal at the Inventions and New Products Exhibition. Discussing the device on the stand of the inventors, Creative Engineering Ltd., is Mr. Arthur G. Norman (centre), president of the Confederation of British Industry, who opened the exhibition.

'The world's lightest full equipped mobile holiday home' was also on show on the TDC stand – a collapsible caravan/chalet which can be carried on a car and yet sleep a family of three or four. The firm say that to date at least 250 overseas purchasing companies and manufacturers have expressed interest in purchasing the Overcraft.

The most colourful contributions to the show undoubtedly came in the Inventors Section – Miss Lily Pavey's Gyron typewriter, which can type Japanese, shorthand and music, the Silent Ground Bait Dispenser, and the exotic stand offering rum, ginger and vanilla flavoured tea. A coin-operated tennis court net – the Silent Attendant – can be raised for a certain period after a coin has been inserted, at the end of which it collapses until another coin is fed in. 'Kinetic abstract images', coloured abstract patterns produced on a screen, can be slowed down or speeded up according to whether a soothing or a stimulating effect is required – making the device suitable for both a dentist's waiting room or a discotheque.

All the new products and inventions at Linpex were competing for a series of awards. During the week it was announced that 'The best commercial product with export potential' in the New Products Section was C. I. Electronics' 'Microbalance', on the TDC stand, which received the City of Westminster Chamber of Commerce Award. The *Financial Times* Award for 'the most outstanding new product in the Exhibition' went to R. A. Stephen & Co.'s 'Goscut', pocket-sized shears for cutting plastic laminates, hardboards and metals.

In the Inventions Section, Creative Engineering's 'Power Tower' won the Richardson Gold Medal, while the Expanded Metal Company Award for the best invention in the mechanical engineering field went to Queen Mary College's 'Centipede Walking Device'.

Linpex '69, sponsored by the Institute of Patentees and Inventors to mark its 50th anniversary and under the Patronage of HRH Prince Philip, Duke of Edinburgh, was held at the Royal Horticultural Society's Halls, Westminster, from January 6 to 11. The organizers were Business Conferences Ltd.

Held in conjunction with Linpex was a conference with the theme 'The Importance of Patents and their Exploitaton in Industry'; Mr. Gordon Grant, Comptroller-General of The Patent Office, was chairman of one of the sessions.

Buying missions for Hardware Trades Fair

Buying missions from Israel and Czechoslovakia will be visiting the 15th International Hardware Trades Fair, which is to be held in Olympia, London, from January 27 to 31.

A large group of manufacturers, merchants and technicians is being organized by Panorama Tours of Haifa, Israel. The Czechoslovak contingent is being organized by Mekuria foreign trade corporation.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles. etc. were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* Journal.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1 (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 – Telex Econ Plan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Summer Street, London, S.E.1 (Waterloo 2371 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading (Reading 55621 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1 (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3 (Central 5670 – Telex 77583).

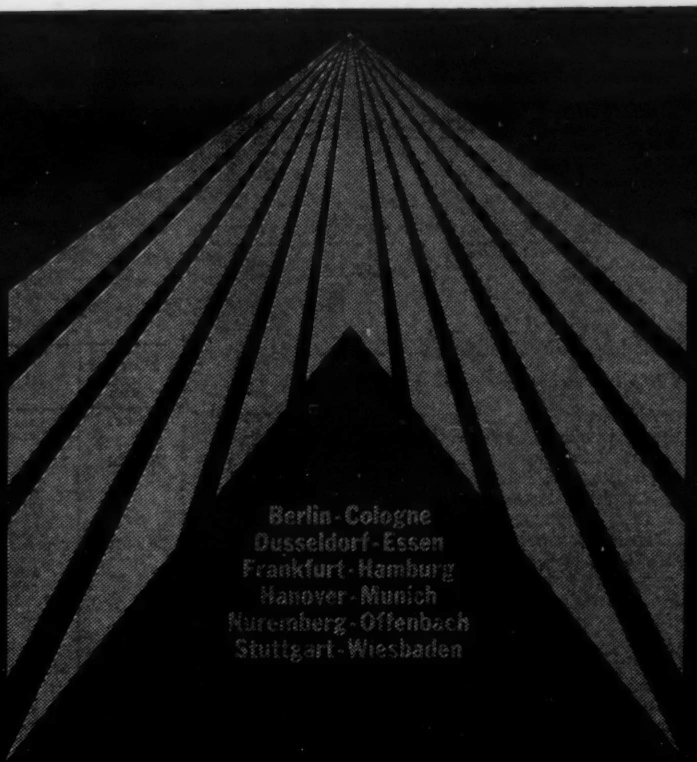
ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place (Cardiff 30441 – Telex 49327).

Dates of German Trade Fairs 1969

January
German Boat Show — international
Hamburg, 23rd — 29th
International Green Week
Berlin, 31st — Febr. 9th
February
20th International Toy Fair
Nuremberg, 8th — 14th
International Household Goods and Hardware Fair
Cologne, 20th — 23rd
International Leather Goods Fair
Offenbach, 22nd — 27th
Frankfurt International Fair
Frankfurt, 23rd — 27th
March
15th BAUMA — International Construction Machinery Fair
Munich, 1st — 9th
International Sports Equipment Fair
Wiesbaden, 9th — 11th
80th IGEDO — International Fashion Trade Fair
Dusseldorf, 16th — 19th
5th ish — International Exhibition for Heating and Plumbing Equipment Frankfurt, 26th — 30th
April
International Fair FOR THE CHILD
Cologne, 11th — 13th
IHM 69 — International Handicrafts and Trade Fair Munich, 11th — 20th
27th GDS — European Footwear Sample Display
Dusseldorf, 12th — 14th
81st IGEDO — International Fashion Trade Fair Dusseldorf, 20th — 24th
International FUR Trade Fair
Frankfurt, 23rd — 27th
HANOVER FAIR 1969
Hanover, 26th — May 4th
May
INTERPACK — 5th International Fair for Packaging Machinery, Packaging Materials and Confectionery Machinery Dusseldorf, 10th — 16th
R 69 — International Shutter and Blinds Trade Fair
Stuttgart, 15th — 18th
21st interstoff — Trade Fair for Clothing Textiles
Frankfurt, 20th — 23rd
June
INTERZUM — International Fair of Accessories and Materials used for Woodworking Cologne, 11th — 15th
INTERHOSPITAL 1969 — 5th International Hospital Exhibition
Dusseldorf, 19th — 25th
August
International Men's Fashion Week
Cologne, 22nd — 24th
International Leather Goods Fair
Offenbach, 23rd — 27th
Frankfurt International Fair
Frankfurt, 24th — 27th
September
44th International Motor Show
Frankfurt, 11th — 21st
International Household Goods and Hardware Fair
Cologne, 12th — 14th
82nd IGEDO — International Fashion Trade Fair
Dusseldorf, 14th — 17th
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear Cologne, 18th — 21st
German Industries Exhibition
Berlin, 19th — 28th
Essen Welding Fair
Essen, 20th — 28th
28th GDS — European Footwear Sample Display
Dusseldorf, 27th — 29th
October.
ANUGA — International Exhibition of Fine Foods and Provisions
Cologne, 4th — 10th
Frankfurt Book Fair
Frankfurt, 8th — 13th
CLEAN AIR — 2nd Congress and Exhibition Dusseldorf, 13th — 17th
SPOGA — International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture
Cologne, 19th — 21st
International Fair FOR THE CHILD
Cologne, 24th — 26th
83rd IGEDO — International Fashion Trade Fair
Dusseldorf, 26th — 30th
November
22nd interstoff — Trade Fair for Clothing Textiles
Frankfurt, 18th — 21st

20th Federal Hotel and Restaurant Trade Show, Essen



Germany's International Trade Fairs - Centres for individual contacts with businessmen from all countries

If you seek comprehensive information on specific branches of industry, if you look for the best possible business contacts.... you cannot afford to miss the opportunities presented by Germany's International Trade Fairs.

Hardly anywhere else you will find a better chance of surveying the latest achievements in your particular field of interest or of meeting executives and technical experts from many countries equally keen on establishing contacts with the international business world.

Another point in favour of Germany's International Trade Fairs: They are located at the cross-roads of Europe.

Please ask for free copy of the Trade Fair Programme 1969.

An den AUMA
Ausstellungs- und Messe-Ausschuss
der Deutschen Wirtschaft e. V.
5 Köln · Engelbertstrasse 31a

Please send me a free copy of the Trade Fair Programme 1969.

Name ____________________
Type of business ____________________
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City ____________________
Country ____________________

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

New Zealand-Australia Free Trade Agreement

The Australian Minister for Trade and Industry recently announced that the Australian and New Zealand Governments had reached agreement on the undermentioned list of commodities to be added to Schedule A of the New Zealand-Australia Free Trade Agreement with effect from January 1, 1969. Details of the New Zealand-Australia Free Trade Agreement were published in the *Board of Trade Journal* on September 17, 1965 (page 638) and September 24, 1965 (page 704).

The decision to include these commodities finalizes the second of the regular reviews provided for in the Agreement for the purposes of broadening its trade coverage. During the course of this second review both Governments considered a common list of products, details of which were given in the *Board of Trade Journal* dated December 22, 1967 (page 1623).

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

Additions to Schedule A effective from January 1, 1969

Australian tariff item	Description of goods (Expressed in terms of Brussels Tariff Nomenclature)	New Zealand tariff item
Ex 09.10	Thyme, saffron and bay leaves; other spices; viz.:	
	Ginger, dry unground	Ex 09.10.03
	Ginger preserved in brine	04.10.04
Ex 15.10	Fatty acids; acid oils from refining; fatty alcohols; viz.:	
	Tall oil fatty acids.	Ex 15.10.11 Ex 15.10.19
Ex 39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloro:acetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone - indene resins); viz.:	
	Powder, granules, flakes, blocks, lumps and similar bulk forms of polyethylene or polystyrene	Ex 39.02.11 Ex 39.02.19
Ex 49.11	Other printed matter, including printed pictures and photographs; viz.:	
	Travel brochures and leaflets	Ex 49.11.04
Ex 59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant; viz.:	
	Straining cloths.	
	Woven textile felts of a kind commonly used in paper making.	
	Bobs or wheels, polishing or scouring, of felt or in which the material of chief value is felt	Ex 59.17.09
70.11	Glass envelopes (including bulbs and tubes) for electric lamps, electronic valves or the like	70.11.00
71.03	Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport)	71.03.00
Ex 73.40	Other articles of iron or steel; viz.: fittings for ships, boats and other vessels; *not inluding:*	
	Boom straps, high field levers, hoist yokes, mast bands, mast hounds, spinnakers pole ends, spreader sockets, stay adjusters and tiller extensions, of stainless steel; Splash lubricated fishing rollers	73.40.59
Ex 75.01	Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electroplating anodes); nickel waste and scrap; *not including:*	
	Waste and scrap	75.01.10 75.01.20
Ex 75.02	Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire; *not including:*	
	Wire	75.02.01 75.02.02
Ex 75.03	Wrought plates, sheets and strip, of nickel; nickel foil; nickel powders and flakes; viz.:	
	Powders and flakes	75.03.09
Ex 82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06; viz.:	
	Fruit peeling knives.	
	Knives of the kind used at the table or in kitchens, but not including butchers' and slaughtermen's knives . .	82.09.04
Ex 82.11	Razors and razor blades (including razor blade blanks, whether or not in strips); viz.:	
	Safety razor blades	82.11.03
Ex 84.06	Internal combustion piston engines; viz.:	
	Aircraft engines and parts	84.06.11 to 84.06.19
Ex 84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23; viz.:	
	Tower cranes	Ex 84.22.01
Ex 84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertilizer distributors); lawn and sports ground rollers; viz.:	
	Rotary hoes and rotary tillers and parts therefor.	
	Stone removing machines	84.24.11 to 84.24.14 Ex 84.24.92 Ex 84.24.99
Ex 84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29); viz.:	
	Forage harvesters	84.25.13 84.25.14
Ex 84.45	Machine tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50; viz.:	
	Band sawing machines	Ex 84.45.01 Ex 84.45.09
Ex 85.14	Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers viz:	
	Audio-frequency electric amplifiers	85.14.04 85.14.05
Ex 85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus; viz.:	
	High-fidelity tuners for broadcast frequencies as defined by by-law.	
	High-frequency transmitting and receiving apparatus as defined by by-law.	
	Television translators	Ex 85.15.41 Ex 85.15.42 Ex 85.15.48 Ex 85.15.49
Ex 85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter; viz.:	
	Metal detectors	Ex 85.22.20
Ex 85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes; *not including:*	
	Furnace electrodes.	
	Projector and arc-lamp carbons	
	Welding electrodes.	
	Carbon brushes	Ex 85.24.09
90.03	Frames and mountings, and parts thereof, for spectacles, pince-nez, lorgnettes, goggles and the like	90.03.00
Ex 90.04	Spectacles, pince-nez, lorgnettes, goggles and the like; corrective, protective or other; viz.:	
	Sun (or glare) glasses, non powered, excluding goggles.	Ex 90.04.09
Ex90.09.100	Image projectors (other than cinematographic projectors) photographic, but not cinematographic enlargers and reducers	Ex 90.09.09
Ex 90.13	Slide viewers, *not including:*	
	Stereoscopic	90.13.01

Syria and Qatar

A trade agreement was signed in Damascus between Syria and Qatar on April 21, 1968 under which certain animal and vegetable products will be imported duty-free and exempt from import or export licences.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

USSR and Yugoslavia

HM EMBASSY in Belgrade reports that a trade protocol was signed in Moscow on December 27, 1968 covering the exchange of goods between Yugoslavia and the USSR.

Yugoslav exports to the USSR will include chemicals, non-ferrous metals, tobacco, food products, machinery and ships; while the USSR will supply oil, cotton, coking coal, chemicals, sawn timber, mineral fertilizers, ferrous and non-ferrous metals and machinery.

The text of the protocol is not available.

Inquiries concerning this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

Mongolia and Yugoslavia

HM EMBASSY in Belgrade reports that a trade protocol between Mongolia and Yugoslavia was signed in Belgrade on December 25, 1968.

Yugoslavia will export to Mongolia in 1969 calculating machines, ready-made clothes, tents, paper and industrial products; and import hides, wool, furs and other products.

The text of the protocol is not available.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

East Germany and Rumania

A PROTOCOL to the Trade Agreement between East Germany and Rumania was signed in Berlin on November 26, 1968 and covers trade in 1969.

East Germany may export finished metal products including machine tools, conveying equipment, electro-technical, electronic and scientific instruments, equipment for the chemical industry, machinery for the food industry, chemicals and consumer goods.

Rumania may increase its exports of machines and vehicles, including railway carriages, oil drilling equipment and machine tools.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Italy and Czechoslovakia

A PROTOCOL to the Italo-Czechoslovak Trade Agreement of July 15, 1965, was signed at Prague on December 6, 1968.

The existing quotas with modifications are extended for one year from January 1, 1969. A previous notice appeared in the *Board of Trade Journal* of September 6, 1968, page 673.

The Italian text of the quota lists can be seen at Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

Iran and Kuwait

A TRADE agreement between Iran and Kuwait was initialled in Kuwait on December 6, 1968, and will be valid for one year from the date of ratification. The agreement provides for an exchange of agricultural, industrial and mining goods, and establishes terms of payment for these commodities. The flow of private capital investment between the two countries is to be facilitated. A joint committee on trade relations between the signatories is to be convened every six months alternately, at Tehran and Kuwait.

(Continued on page 171)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Three months after receiving an order to supply a large amount of mining equipment to the Hungarian National Coal Board, Fletcher and Stewart Limited of Derby manufactured, supplied and commissioned the installation. The order, for self advancing hydraulic powered supports, worth £70,000, was for an initial installation in the Rudolph Telep No. 4 Minc in the Borsod Division of the Hungarian Coal Board, and was taken by Fletcher and Stewart in competition with 14 Western European suppliers. The equipment was despatched to Hungary two weeks ahead of schedule. The output of the mine has been doubled since the new face became operational. Picture shows the roof supports being installed. From left to right Mr. L. Kis-Tamas of Fletcher and Stewart; Mr. Frigyik, unit engineer; Mr. Torocsik, under manager; and Mr. Guban, manager.

Six Bulgarian engineers from Sofia completed a four-week technical training programme with Rank Xerox in London recently. Pictured here in the company's international headquarters with one of the latest 3600 model copier/duplicators are (left to right): Mr. Mindov, director of Nip Kiem, and his colleagues, Mr. Petkov, a technician, and Mr. Marinov, organization and methods officer. Mr. R. J Burzynski and Mr. K. Plyer, Rank Xerox Special Marketing Operations, are standing behind the machine. Nip Kiem is the design centre responsible for engineering and development for Balkancar – the state-owned vehicle producer.

JCB

exports in 1968 up

88%

over 1967

With thanks to the Board of Trade whose co-operation and support throughout the year have contributed to this outstanding increase.

9999/0276

'Export Service Bulletin': analysis of inquiries

DURING the quarter ended December 31, 1968, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

Quarter ended December 31, 1968

Commodity	No. of Inquiries
Aircraft and Watercraft	77
Antiques and Works of Art	1
Baby and Invalid Carriages	3
Boots, Shoes and Slippers	38
Brushes and Brooms	15
Building Supplies	190
Ceramic Products	33
Chemicals, Oils, Fats, Greases and Paints	423
Clothing	162
Contracts	224
Cosmetics, Toilet Preparations, Perfumery and Hairdressing Equipment	22
Domestic Appliances	64
Druggists' Sundries	24
Drugs and Pharmaceutical Preparations	114
Electrical Machinery and Apparatus	799
Fancy Goods	53
Foodstuffs, Beverages and Tobacco	119
Furniture and Floor Coverings	57
Glass and Glassware	33
Hard Haberdashery	12
Iron and Steel	504
Jewellery, Cutlery, Goldsmiths' and Silversmiths' Wares	24
Leather and Imitation Leather	15
Leather Goods	14
Livestock and Appliances and Equipment	20
Machinery and Plant (including Machine Tools)	891
Medical and Surgical Instruments and Appliances	129
Metalwares	12
Mineral Products	59
Musical Instruments	9
Non-Ferrous Metals	210
Office Machinery and Equipment	72
Paper, Printed Matter and Stationery	209
Photographic and Cinematographic Equipment	59
Plastic Materials	111
Prefabricated Houses and Buildings	6
Radio Apparatus (including Record Players, Television Receivers and Tape Recorders)	153
Railway Equipment	93
Rubber Manufactures	78
Scientific and Optical Instruments	388
Soap and Cleansing Preparations	17
Spectacleware, Opticians' Supplies	6
Sports Goods	20
Textiles	312
Timber, Wood Manufactures	19
Tools, Hand and Engineers' Small (including Portable Power Tools)	156
Toys, Games and Model Engineering	24
Vehicles and Parts	307
Watches and Clocks	15

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of October 18, 1968 a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period October-December 1968.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They were written as a result of special inquiries from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* which contains much useful information in addition to Market Reports costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433).

Market reports. (By country).

Country	Commodity	Bulletin No.
Finland	Small Boats and Components	B 203/68
Finland	Selling Consumer Goods	B 218/68
Hong Kong	Medical Supplies and Equipment	B 224/68
Puerto Rico and US Virgin Islands	Giftware and Jewellery	B 207/68

Market reports. (By commodity).

Commodity	Country	Bulletin No.
Giftware and Jewellery	Puerto Rico and US Virgin Islands	B 207/68
Medical Supplies and Equipment	Hong Kong	B 224/68
Selling Consumer Goods	Finland	B 218/68
Small Boats and Components	Finland	B 203/68

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

DISTRIBUTION WESTERN EUROPE

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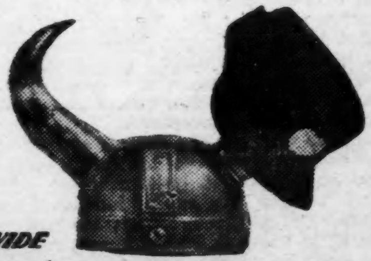

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin**. *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. *each) and specifications etc. (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin**, *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

ALGERIA

Department al des Travaux Publics de Constantine:

(Bulletin 6/69). Port Modification. February 15. (Advance Information.) E.S.B. 1057/69/J.

(Bulletin 6/69) Civil Engineering Scheme. February 15. (Advance Information.) E.S.B. 1058/69/J.

ANGOLA

Institute for the Fisheries Industries. **(Bulletin 5/69). Cold Storage Network.** February 20. E.S.B. 1037/69/J.

AUSTRALIA

Sydney County Council. **(Bulletin 3/69).** *51s. **Transformers.** January 30. E.S.B. 48718/68/J.

State Electricity Commission of Queensland. **(Bulletin 4/69). Power Cable and Cable Boxes.** January 29. E.S.B. 48661/68/J.

Paroo Shine Council, Queensland:

(Bulletin 5/69). *51s. **Switchgear, Cabling and Transformers.** (Further Information.) E.S.B. 48659/68/J.

(Bulletin 5/69). *52s. **Generating Plant.** (Further Information.) E.S.B. 48660/68/J.

State Electricity Commission, Victoria. **(Bulletin 5/69). Butterfly Valves.** (Further Information.) E.S.B 48124/68/J.

State Tender Board. **(Bulletin 5/69). Brake Vans.** February 20. E.S.B. 49007/68/J.

State Electricity Commission of Victoria:

(Bulletin 7/69). *14s. **Insulators.** February 3 E.S.B. 1096/69/J.

(Bulletin 7/69). *69s. **Water Treatment Plant.** March 31. E.S.B 1097/69/J.

Electricity Commission of New South Wales. **(Bulletin 7/69).** *146s. **Transformers.** February 24 E.S.B. 1334/69/J.

Brisbane City Council:

(Bulletin 8/69). *21s. **Relays and Accessories.** February 14. E.S.B. 1556/69/J.

(Bulletin 8/69). *28s. **Cables and Accessories.** February 14. E.S.B. 1557/69/J.

BRAZIL

Ministerio dos Transportes. **(Bulletin 5/69). Construction of Bridge (Second Stage).** February 28. (Further Information.) E.S.B. 44490/68/J.

The **Export Service Bulletin,** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin**, *Board of Trade, Room H.24, Hillgate House,* 35 *Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA, mentioning the products or countries of special interest to you.*

BURMA

People's Oil Industry:

(Bulletin 3/69). *5s. **Measuring Tools Tank.** February 28. E.S.B. 48293/68/J.

(Bulletin 3/69). *4s. **Packing and Jointing.** February 28. E.S.B. 48628/68/J.

Public Works Corporation. **(Bulletin 4/69.** *5s. **Pumps.** January 30. E.S.B. 745/69/J.

People's Electro-Mechanical Services:

(Bulletin 5/69). *2s. **Thermostatic Testing Outfit.** February 25. E.S.B. 763/69/J.

(Bulletin 5/69). *2s. **Air Blower.** February 25. E.S.B. 794/69/J.

(Bulletin 5/69). *3s. **Refrigeration and Air Conditioning System Cleaner.** February 17. E.S.B. 48998/68/J.

(Bulletin 5/69). *3s. **Hand Grinder.** February 17. E.S.B. 48999/68/J.

(Bulletin 5/69). 4s. **Batteries.** February 8. E.S.B. 49016/68/J.

(Bulletin 5/69). *7s. **Hand Tools.** February 11. E.S.B. 739/69/J.*

(Bulletin 5/69). *7s. **Pipe Wrench and Vices.** February 11. E.S.B. 738/69/J.

(Bulletin 5/69). *2s. **Pump.** February 28. E.S.B. 741/69/J.

(Bulletin 5/69). *3s. **Pumps.** January 30. E.S.B. 49003/68/J.

(Bulletin 5/69). *3s. **Tarpaulins.** February 8. E.S.B. 49002/68/J.

(Bulletin 5/69). *3s. **Sluish Pump Pistons.** February 21. E.S.B. 49000/68/J.

(Bulletin 5/69). *4s **Tyres and Tubes.** February 22. E.S.B 49001/68/J.

Public Works Corporation. **(Bulletin 5/69).** 4s. **Centrifugal Pumps.** February 1. E.S.B. 745/69/J.

(Bulletin 5/69). *4s. **Centrifugal Pumps.** February 3. E.S.B 746/69/J.

State Timber Board:

(Bulletin 5/69). *3s. **Pipe; Valves.** March 17. E.S.B. 48995/68/J.

(Bulletin 5/69). *2s. **Circular Saws.** February 18. E.S.B. 48996/69/J.

Ministry of Defence:

(Bulletin 5/69). *3s. **Door and Window Fittings.** February 10. E.S.B. 762/69/J.

(Bulletin 5/69). *4s. **Pumps.** February 6. E.S.B. 749/69/J.

State Timber Board:

(Bulletin 5/69). *3s. **Steam Engine.** February 19. E.S.B. 48990/68/J.

(Bulletin 5/69). *4s. **Lathe.** February 19. E.S.B 48991/68/J.

(Bulletin 5/69). *3s. **Chain Block.** February 18. E.S.B. 48992/68/J.

(Bulletin 5/69). *4s. **Woodworking Machinery.** February 18. E.S.B. 48993/68/J.

(Bulletin 5/69). *3s. **Link Chain.** March 15. E.S.B. 48997/68/J.

(Bulletin 5/69). *4s. **Nuts, Screws and Nails, etc.** March 17. E.S.B. 48994/68/J.

Textile Mills I.D.C. **(Bulletin 5/69).** *9s. **Cotton Yarn.** January 31. E.S.B. 49004/68/J.

Ministry of Defence. **(Bulletin 5/69).** *2s. **Wire.** January 31. E.S.B. 49027/68/J.

Myanma Export Import Corporation:

(Bulletin 6/69). *4s. **Brass Rods; Bronze Bars.** February 28. E.S.B. 737/69/J.

(Bulletin 6/69). *4s. **Sump Pump.** February 4. E.S.B. 747/69/J.

(Bulletin 6/69). *4s. **Air Compressor.** February 10. E.S.B. 750/69/J.

(Bulletin 6/69). *4s. **Pumps.** February 5. E.S.B. 748/69/J.

(Bulletin 6/69). *3s. **Whiting Powder.** January 29. E.S.B. 1365/69/J.

(Bulletin 6/69). *3s. **Cement.** January 29. E.S.B. 1366/69/J.

(Bulletin 6/69). *3s. **Glue.** January 29. E.S.B. 1359/69/J.

(Bulletin 6/69). *9s. **Steel.** January 29. E.S.B. 1357/69/J.

(Bulletin 6/69). *3s. **Wire Netting.** January 29. E.S.B. 1358/69/J.

(Bulletin 6/69). *3s. **Valves.** January 29. E.S.B. 1360/69/J.

(Bulletin 6/69). *3s. **Paint Brushes.** January 29. E.S.B. 1364/69/J.

People's Oil Industry:

(Bulletin 6/69). *3s. **Bearing Metal.** February 5. E.S.B. 1347/69/J.

(Bulletin 6/69). *3s. **Zinc Plate.** February 5. E.S.B. 1348/69/J.

(Bulletin 6/69). *3s. **Diesel Engine.** February 5. E.S.B. 1352/69/J.

(Bulletin 6/69). *3s. **Wire.** February 5. E.S.B. 1345/69/J.

Myanma Export Import Corporation:

(Bulletin 7/69). *4s. **Sanitary Fittings.** January 29. E.S.B. 1361/69/J.

(Bulletin 7/69). *3s. **Caulking Compound.** January 29. E.S.B. 1362/69/J.

(Bulletin 7/69). *3s. **Linseed Oil.** January 29. E.S.B. 1363/69/J.

(Bulletin 7/69). *3s. **Wire.** February 5. E.S.B. 1349/69/J.

(Bulletin 7/69). *8s. **Taps and Dies.** February 10. E.S.B. 1355/69/J.

(Bulletin 7/69). *4s. **Copper.** February 13. E.S.B. 1372/69/J.

(Bulletin 7/69). *4s. **Electrical Equipment.** February 14. E.S.B. 1373/69/J.

(Bulletin 7/69). *4s. **Electrical Equipment.** February 17. E.S.B. 1374/69/J.

(Bulletin 7/69). *5s. **Hand Tools.** February 5. E.S.B. 1353/69/J.

(Bulletin 7/69). *3s. **Galvanised Wire.** February 5. E.S.B. 1368/69/J.

(Bulletin 7/69). *4s. **Pumps.** February 11. E.S.B. 1371/69/J.

(Bulletin 7/69). *3s. **Surveying Equipment.** February 15. E.S.B. 1377/69/J.

(Bulletin 7/69). 5s. **Non Spark Tools; Wrenches.** February 10. E.S.B. 1354/69/J.

(Bulletin 7/69). *5s. **Testing and Measuring Apparatus.** February 14. E.S.B. 1367/69/J.

(Bulletin 7/69). *3s. **Copper; Plates, Sheets and Bars.** February 15. E.S.B. 1369/69/J.

(Bulletin 7/69). *11s. **Electrical Equipment.** February 5. E.S.B. 1370/69/J.

People's Oil Industry. **(Bulletin 7/69).** *4s. **Gas Chromatograph.** February 7. E.S.B. 1344/69/J.

Directorate of Technical Education. **(Bulletin 7/69).** *3s. **Electrical Equipment.** February 15. E.S.B. 1375/69/J.

People's Oil Industry:

(Bulletin 7/69). *3s. **Pressure Gauges.** February 5. E.S.B. 1336/69/J.

(Bulletin 7/69). *3s. **Boat Spares.** February 5. E.S.B. 1356/69/J.

(Bulletin 7/69) *3s. **Lifebouys.** February 5. E.S.B. 1351/69/J.

(Bulletin 7/69). *10s. **Pipes and Couplings.** January 30. E.S.B. 1346/69/J.

(Bulletin 7/69). *3s. **Wire.** February 5. E.S.B. 1350/69/J.

Myanma Export Import Corporation:

(Bulletin 8/69). 3*s. **Workshop Equipment.** February 20 E.S.B. 1581/69/J.

(Bulletin 8/69). *3s. **Electric Meters.** February 20. E.S.B. 1580/69/J.

(Bulletin 8/69). *38s. **Workshop Equipment.** March 5. E.S.B. 1614/69/J.

CANADA

Public Works Department. **(Bulletin 6/69). Construction of Wharf.** February. (Advance Information.) E.S.B. 797/69/J.

Manitoba Hydro:

(Bulletin 7/69). *64s. **Shunt Reactors.** February 17. E.S.B. 1304/69/J.

(Bulletin 7/69). 58s. **Transformers.** February 5. E.S.B. 1305/69/J.

CEYLON

Government Stores Department. **(Bulletin 5/69). Steel Sheets.** March 25. E.S.B. 1003/69/J.

Department of Agriculture:

(Bulletin 5/69). *3s. **Fertiliser Spreader.** February 28. E.S.B. 760/69/J.

(Bulletin 5/69). *6s. **Tractor Truck.** February 28. E.S.B. 757/69/J.

(Bulletin 5/69). *3s. **Sludge Tanker.** February 28. E.S.B. 758/69/J.

(Bulletin 5/69). *3s. **Manure Spreader.** February 28. E.S.B. 759/69/J.

COLOMBIA

Empresa Distrital de Servicios Publicos. **(Bulletin 5/69). Bulldozers.** January 30. E.S.B. 1043/69/J.

Empresa de Acueducto y Alcantarillado de Bogota. **(Bulletin 6/69). Water Meter.** February 28. E.S.B. 1042/69/J.

Ferrocarriles Nacionales de Colombia. **(Bulletin 7/69). Rail Motorcars.** February 18. E.S.B. 1044/69/J.

CYPRUS

Electricity Authority of Cyprus. **(Bulletin 7/69). Electrical Equipment.** March 31. E.S.B. 1532/69/J.

DOMINICAN REPUBLIC

Falconbridge Corporation of Canada. **(Bulletin 8/69).** *2s. **Generating Plant.** March 14. (Further Information.) E.S.B. 44581/67/J.

(Continued on next page)

ECUADOR

Empresa Electrica Cuenca, C.A. **(Bulletin 5/69). Generating Units and Accessories.** Closing date postponed February 15. E.S.B. 36912/68/J.

ETHIOPIA

Electric Light and Power Authority. **(Bulletin 7/69).** *2s. **Hydraulic Turbines; Generators and Associated Equipment.** April 1969. E.S.B. 1046/69/J.

GREECE

Agricultural Bank. **(Bulletin 4/69).** *15s. **Dairy Machinery.** January 29. E.S.B. 49010/68/J.

Public Power Corporation:
(Bulletin 4/69). Workshop Maintenance Vehicle. January 29. E.S.B. 49011/68/J.
(Bulletin 5/69). Transformers. February 5. E.S.B. 49012/68/J.
(Bulletin 5/69). Steel Pipe. February 8. E.S.B. 1035/69/J.
(Bulletin 5/69). Switchboard Sets. February 28. E.S.B. 1034/69/J.

GUATEMALA

Instituto Nacional de Electrificacion. **(Bulletin 7/69). Generating Units.** February 4. E.S.B. 1538/69/J.

INDIA

Bhabha Atomic Research Centre:
(Bulletin 3/69). *5s. **Calculator.** (Further Information.) E.S.B. 48176/68/J.
(Bulletin 3/69). *5s. **Microphotometer.** (Further Information.) E.S.B. 48174/68/J.
(Bulletin 3/69). *5s. **Ultrasonic Flaw Detector.** (Further Information.) E.S.B. 48168/68/J.
(Bulletin 3/69). *5s. **Projector.** (Further Information.) E.S.B. 48175/68/J.
(Bulletin 3/69). *5s. **Spectographic Source Unit.** (Further Information.) E.S.B. 48177/68/J.

Hindustan Copper Limited:
(Bulletin 3/69). *46s. **Boiler.** (Further Information.) tion.) E.S.B. 48095/68/J.
(Bulletin 3/69). *32s. **Rotary Dryer.** (Further Information. E.S.B. 48095/68/J.
(Bulletin 3/69). *32s. **Magnetometer.** (Further Information.) E.S.B. 48092/68/J.

Indian Telephone Industries Ltd. **(Bulletin 3/69).** *5s. **Bimetal Sheets.** (Further Information.) E.S.B. 46979/68/J.

Electricity Board. **(Bulletin 5/69). Isolators.** January 29. E.S.B. 1036/69/J.

National Coal Development Corporation. **(Bulletin 5/69).** *2s. **Trailing Cable.** February 10. E.S.B. 782/69/J.

Bhakra Management Board. **(Bulletin 5/69). Circuit Breakers; Transformers.** March 14. E.S.B. 49014/68/J.

Director General of Supplies and Disposals. **(Bulletin 6/69).** *28s. **Seaming Machine.** February 7. E.S.B. 732/69/J.

Government of Maharashtra. **(Bulletin 6/69).** *1s. **Valves.** February 15. E.S.B. 1092/69/J.

Gujarat Electricity Board. **(Bulletin 6/69). Switchgear.** February 10. E.S.B. 1318/69/J.

Hindustan Aeronautics Ltd:
(Bulletin 6/69). Copying Machine. February 15. E.S.B. 1087/69/J.
(Bulletin 6/69). Shears. January 30. E.S.B. 1086/69/J.
(Bulletin 6/69). Fatigue Testing Machine. February 15. E.S.B. 1085/69/J.

Maharashtra State Electricity Board. **(Bulletin 6/69). Oil.** January 29. E.S.B. 1089/69/J.

Western Railway, Bombay. **(Bulletin 6/69). Rectifier Set.** Closing date postponed February 26. E.S.B. 41311/68/J.

Bhakra Management Board. **(Bulletin 7/69). Electrical Equipment.** March 26. E.S.B. 1541/69/J.

Neyveli Lignite Corporation Ltd. **(Bulletin 7/69).** *17s. **Belting.** Closing date postponed January 31. E.S.B. 44135/68/J.

Commissioners for the Port of Calcutta. **(Bulletin 7/69). Cranes.** (Further Information.) E.S.B. 48[illegible]80/68/J.

Bokaro Steel Ltd. **(Bulletin 7/69). Miscellaneous Plant and Equipment.** February 15. E.S.B. 1539/69/J.

Hindustan Copper Ltd:
(Bulletin 7/69). Dip Indicator. March 29. E.S.B. 1551/69/J.
(Bulletin 7/69). Gravity Meter. April 5. E.S.B. 1552/69/J.
(Bulletin 7/69). *49s. **Precipitator.** (Further Information.) E.S.B. 48091/68/J.
(Bulletin 7/69). Induced Polarization Unit. April 11. E.S.B. 1553/69/J.
(Bulletin 7/69). Turam. April 15. E.S.B. 1554/69/J.

IRAN

Iranian State Railways:
(Bulletin 5/69). *9s. **Heat Exchangers and Accessories.** February 5. E.S.B. 798/69/J.
(Bulletin 5/69). *10s. **Bogies Washing Machine.** February 12. E.S.B. 799/69/J.

Iranian Tobacco Monopoly. **(Bulletin 5/69).** *7s. **Kraft Paper.** February 4. E.S.B. 800/69/J.

IRAQ

Ministry of Municipal and Village Affairs. **(Bulletin 5/69). Construction of Sewers and Pumping Stations.** March 15. E.S.B. 796/69/J.

Central Foreign Purchasing Board. **(Bulletin 6/69). Lace.** February 9. E.S.B. 1075/69/J.

State Organization of Industry:
(Bulletin 6/69). Belts. February 1. E.S.B. 1068/69/J.
(Bulletin 6/69). Laboratory Equipment. February 1. E.S.B. 1084/69/J.

National Leather Industries. **(Bulletin 6/69).** *1s. **Vacuum Dryer; Air/Dust Separator.** (Further Information.) E.S.B. 48205/68/J.

Ministry of Municipalities and Village Affairs. **(Bulletin 6/69). Chlorine Gas Filled Cylinders.** January 30. E.S.B. 1078/69/J.

Ministry of Municipal and Rural Affairs:
(Bulletin 7/69). Construction of Water Supply Schemes. March 4 and 29 respectively. E.S.B. 1082/69/J and 1080/69/J.
(Bulletin 7/69). Pipes and Casing. February 1. E.S.B. 1094/69/J.
(Bulletin 7/69). Electrical Projects. February 25. E.S.B. 1093/69/J.
(Bulletin 7/69). Construction of a Pumping Station. March 18. E.S.B. 1081/69/J.
(Bulletin 7/69). Circuit Breakers. February 15. E.S.B. 1079/69/J.

Ministry of Oil:
(Bulletin 7/69). *6s. **Tyres and Tubes.** February 8. E.S.B. 1073/69/J.
(Bulletin 7/69). *21s. **X-Ray Equipment.** February 4. E.S.B. 1095/69/J.
(Bulletin 7/69). Sulphur. February 1. E.S.B. 1330/69/J.

National Electricity Administration:
(Bulletin 7/69). Cables. February 25. E.S.B. 1069/69/J.
(Bulletin 7/69). Copper Wire. February 18. E.S.B. 1070/69/J.
(Bulletin 7/69). Lamps. February 22. E.S.B. 1071/69/J.

IRISH REPUBLIC

Clonmel Corporation. **(Bulletin 7/69). Construction of Houses.** February 14. E.S.B. 1395/69/J.

Dundalk Urban District Council. **(Bulletin 7/69). Refuse Collecting Vehicle.** Closing date unstated. E.S.B. 1396/69/J.

ITALY

Headquarters A.F.S.E. **(Bulletin 6/69).** *13s. **Timber and Plastic Products.** January 31. E.S.B. 1049/69/J.

KUWAIT

Ministry of Electricity and Water:
(Bulletin 6/69). *10s. **Pumps.** February 4. E.S.B. 1040/69/J.
(Bulletin 6/69). *10s. **Metal Bars.** February 9. E.S.B. 1041/69/J.

LIBYA

Central Tenders Board, Ministry of Finance. **(Bulletin 7/69). Road and Public Utilities Works.** February 17. E.S.B. 48873/68/J and 48874/68/J.

MALAYSIA

Government Printer Kuala Lumpur. **(Bulletin 5/69).** Group III *30s., Group IV *50s. **Group III Stationery, Group IV, Stationery Sundries.** Group III March 5, Group IV April 3. E.S.B. 49008/68/J.

MALTA

Treasury:
(Bulletin 5/69). ***Distillation Plant.** March 7. E.S.B. 768/69/J.
(Bulletin 5/69). ***Telecommunication Equipment.** February 6. E.S.B. 771/69/J.
(Bulletin 5/69). ***Motors.** February 6. E.S.B. 770/69/J.
(Bulletin 5/69). ***Paper.** (Further Information.) E.S.B. 48872/68/J.
(Bulletin 6/69). ***Tabulating Machine Cards.** February 6. E.S.B. 769/69/J.
(Bulletin 7/69). ***Portable Pumps.** February 6. E.S.B. 1383/69/J.

MEXICO

Mexican Federal Electricity Commission. **(Bulletin 4/69).** *185s. **Steam Generator.** February 18. E.S.B. 767/69/J.

NETHERLANDS

Director General of Waterways. **(Bulletin 6/69). Road Construction.** January 29. E.S.B. 1303/69/J.

NEW ZEALAND

New Zealand Railways:
(Bulletin 3/69). *9s. **Disc Insulators.** January 29. E.S.B. 48656/68/J.
(Bulletin 3/69). *8s. **Electric Motors.** January 29. E.S.B. 48657/68/J.

Post Office Headquarters:
(Bulletin 5/69). *3s. **Pliers.** March 4. E.S.B. 48728/68/J.
(Bulletin 5/69). *44s. **Telephone Cords.** February 25. E.S.B. 772/69/J.
(Bulletin 5/69). *4s. **Radio Accessories.** February 21. E.S.B. 773/69/J.
(Bulletin 5/69). *4s. **Calculagraph Ribbon.** February 28. E.S.B. 774/69/J.
(Bulletin 5/69). *4s. **Electronic Valves.** March 3. E.S.B. 775/69/J.
(Bulletin 6/69). Conveyor System. March 7. E.S.B. 776/69/J.

PAKISTAN

Director of Industries and Commerce:
(Bulletin 3/69). Heat Pumps; Thermometers. February 11. E.S.B. 48666/68/J.
(Bulletin 4/69). Brooders; Egg Graders. January 29. E.S.B. 48665/68/J.
(Bulletin 5/69). *4s. **Chromatography Equipment.** January 30. E.S.B. 1017/69/J.
(Bulletin 5/69). *3s. **Laboratory Instruments.** February 1. E.S.B. 1018/69/J.
(Bulletin 5/69). *5s. **Laboratory Equipment.** February 7. E.S.B. 1021/69/J.
(Bulletin 5/69). *4s. **Soil Testing Apparatus.** February 8. E.S.B. 1022/69/J.
(Bulletin 5/69). *3s. **Heat Pumps; Thermometers.** (Further Information.) E.S.B. 48666/68/J.
(Bulletin 5/69). *5s. **Laboratory Equipment.** February 3. E.S.B. 1019/69/J.
(Bulletin 5/69). *7s. **Laboratory Equipment.** February 5. E.S.B. 1020/69/J.

SOUTH AFRICA

Cape Provincial Tender Board:
(Bulletin 3/69). *3s. **Tip Trucks.** January 31. E.S.B. 48265/68/J.
(Bulletin 3/69). Stabilisation Process Plant. February 7. E.S.B. 48266/68/J.
(Bulletin 3/69). *3s. **Bus.** January 31. E.S.B. 48476/68/J.
(Bulletin 3/69). *1s. **Motor Vans.** January 31. E.S.B. 48264/68/J.
(Bulletin 5/69). *4s. **Stabilisation Process Plant.** (Further Information.) E.S.B. 48266/68/J.
(Bulletin 5/69). *7s. **Science Laboratory Apparatus.** January 31. E.S.B. 48744/68/J.
(Bulletin 5/69). *6s. **Dam Instrumentation Equipment.** February 6. E.S.B. 754/69/J.
(Bulletin 5/69). *4s. **Cane; Raffia.** February 4. E.S.B. 48743/68/J.

SPAIN

Junta del Puerto y Ria de Aviles:
(Bulletin 5/69). Cranes. February 8. E.S.B. 48883/68/J.
(Bulletin 5/69). V.H.F. Transmission and Reception Equipment. February 3. E.S.B. 48740/68/J.

Junta de Puerto de Valencia. **(Bulletin 5/69). Crane Buckets.** February 10. E.S.B. 1007/69/J.

Direccion General de Colonizacion y Ordenacion Rural:
(Bulletin 7/69). Tractors. March 3. E.S.B. 1399/69/J.
(Bulletin 7/69). Hydraulic Shovels. March 3. E.S.B. 1393/69/J.

Ministry of Public Works – Hydraulic Department. **(Bulletin 7/69). Construction of Canal.** February. (Advance Information.) E.S.B. 1523/69/J.

SUDAN

Public Agricultural Production Corporation. **(Bulletin 5/69).** *12s. **Insecticides.** January 31. E.S.B. 1014/69/J.

Sudan Gezira Board. **(Bulletin 5/69).** *19s. **Insecticides.** January 30. E.S.B. 1008/69/J.

SYRIAN ARAB REPUBLIC

Administration of Major Project. **(Bulletin 3/69). Cranes.** February 15. E.S.B. 48731/68/J.

Public Administration of Syrian Railways. **(Bulletin 3/69). Locomotives.** January 30. E.S.B. 48737/68/J.

Administration of Major Projects. **(Bulletin 7/69). Mechanical Equipment.** February 1. E.S.B. 1306/69/J.

TAIWAN

Central Trust of China:
(Bulletin 4/69). *12s. **Diesel Engine; Pumps; Sprinkler Equipment.** January 29. E.S.B. 48981/68/J.
(Bulletin 5/69). *6s. **Road/Rail Motor Car.** February 20. E.S.B. 48644/68/J.
(Bulletin 5/69). *5s. **Alloy.** January 30. E.S.B. 48976/68/J.
(Bulletin 5/69). *3s. **Potassium Borobluorite.** January 30. E.S.B. 48784/68/J.
(Bulletin 5/69). *8s. **Pipes and Fittings.** January 31. E.S.B. 48785/68/J.
(Bulletin 5/69). 4s. **Thermometer.** January 31. E.S.B. 48387/68/J.
(Bulletin 7/69). *5s. **Tank Materials.** February 7. E.S.B. 1389/69/J.
(Bulletin 7/69). *3s. **Concrete Mixer.** February 7. E.S.B. 1387/69/J.
(Bulletin 7/69). *3s. **Rheostat.** February 6. E.S.B. 999/69/J.
(Bulletin 7/69). *5s. **Airport Taxiway Guidance Equipment.** January 30. E.S.B. 1342/69/J.
(Bulletin 7/69). *17s. **Flow Meter; Chlorinators; Motor Control Centre.** February 4. E.S.B. 1340/69/J.
(Bulletin 7/69). *30s. **Lifts.** February 3. E.S.B. 1341/69/J.
(Bulletin 7/69). *2s. **Bearings.** February 6. E.S.B. 1384/69/J.
(Bulletin 7/69). *7s. **Starter Board.** February 5. E.S.B. 1385/69/J.
(Bulletin 7/69). *2s. **Tyres and Tubes.** February 10. E.S.B. 1388/69/J.

TANZANIA

National Agricultural Co. **(Bulletin 7/69). Pumps.** February 10. E.S.B. 1338/69/J.

THAILAND

State Railway of Thailand. **(Bulletin 5/69). Steel Spans for Railway Bridge.** February 25. E.S.B. 1012/69/J.

TUNISIA

National Defence Department:
- **(Bulletin 3/69).** *1s. (In French) **Paper; Cardboard.** January 30. E.S.B. 48870/68/J.
- **(Bulletin 3/69).** *2s. (In French) **Stationers' Sundries.** January 30. E.S.B. 48871/68/J.
- **(Bulletin 3/69).** 1s. (In French) **Blankets.** January 30. E.S.B. 48853/68/J.
- **(Bulletin 3/69).** 1s. (In French) **Military Clothes and Accessories.** January 30. E.S.B. 48854/68/J.
- **(Bulletin 3/69).** *1s. **Hairdressers' Equipment; Toiletries.** January 30. E.S.B. 48855/68/J.
- **(Bulletin 3/69).** *3s. (In French) **Haberdashery; Hosiery and Lace.** January 30. E.S.B. 48856/68/J.
- **(Bulletin 3/69).** *1s. (In French) **Harness Maker and Shoe Maker Supplies.** January 30. E.S.B. 48858/68/J.
- **(Bulletin 3/69).** *1s. (In French) **Timber, Cork, Laminated Sheets.** January 30. E.S.B. 48859/68/J.
- **(Bulletin 3/69).** *2s. (In French) **Builders' Hardware.** January 30. E.S.B. 48861/68/J.
- **(Bulletin 3/69).** *1s. (In French) **Kitchen Equipment.** January 30. E.S.B. 48863/68/J.
- **(Bulletin 3/69).** *2s. (In French) **Kitchen and Pumping Equipment.** January 30. E.S.B. 48864/68/J.
- **(Bulletin 3/69).** *1s. (In French) **Printing Materials.** January 30. E.S.B. 48869/68/J.

Secretariat d'Etat au Plan et a l'Economie Nationale. **(Bulletin 5/69).** *4s. **Playing Cards.** February 14. E.S.B. 878/69/J.

TURKEY

Turkiye Demir de Celik, Isletmeleri. **(Bulletin 6/69).** *6s. **Mine Drilling Machine.** January 31. E.S.B. 1315/69/J.

Toprak Matisulleri Ofisi. **(Bulletin 6/69).** *2s. **Opium Alkaloids Plant.** February 25. E.S.B. 1317/69/J.

State Hydraulic Works. **(Bulletin 7/69).** *8s. **Diesel Engines.** February 13. E.S.B. 1314/69/J.

Turkiye Cimento Sanayii Tas. **(Bulletin 6/69). Construction of Cement Factory.** (Further Information.) E.S.B. 48673/68/J.*

UAR (Egypt)

Egyptian Railways. **(Bulletin 5/69). Carbide Tools.** February 20. E.S.B. 48980/68/J.

USA

Bonneville Power Administration. **(Bulletin 3/69).** *47s. **Transformers.** January 30. E.S.B. 48662/68/J

Bureau of Reclamation. **(Bulletin 7/69). Armature Winding for Generator Unit.** February 13. (Advance Information.) E.S.B. 1524/69/J.

VIETNAM

Industrial Development Centre. **(Bulletin 7/69).** *13s. **Synthetic Textile Fabrics Plant.** February 15. E.S.B. 1050/69/J.

ZAMBIA

Central Supply and Tender Board:
- **(Bulletin 5/69).** *5s. **Socks.** February 7. E.S.B. 1004/67/J.
- **(Bulletin 5/69).** *3s. **Metal Work Machinery and Tools.** February 7. E.S.B. 756/69/J.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Goucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2.

Opportunities for exporters—Agency enquiries, market reports, etc.

Brief details are given below of some enquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin**. *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (**2s.** *each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All enquiries should be addressed to the Editor, **Export Service Bulletin**, *Board of Trade, Room H.09, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone:* 01-248 5757, *extns.* 7016, 7017 *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

Algeria

(Bulletin 5/69) Inquiry for nylon yarn. E.S.B. 881/69/J.

Argentina

(Bulletin 4/69) Manufacture under licence – Nuts. E.S.B. 44657/68/J.

Australia

(Bulletin 4/69) Agency inquiry for baby products, coats. E.S.B. 44264/68/J.

(Bulletin 5/69) Manufacture under licence – Fire protection fusible links. E.S.B. 38830/68/J.

(Bulletin 5/69) Agency inquiry for pressure gauges. E.S.B. 45395/68/J.

(Bulletin 5/69) Manufacture under licence – Electrophoretc paint. E.S.B. 47221/68/J.

(Bulletin 5/69). Inquiry for nuts and bolts. E.S.B. 974/69/J.

(Bulletin 6/69) Inquiry for baskets; brush, comb and mirror sets; candlestick vases; cutlery; gift jewellery and giftware; manicure sets; tape recorders. E.S.B. 48762/68/J.

Australia – Waiver of British Preference

(Bulletin 4/69) Inquiry for resistors. E.S.B. A128/68/J.*

(Bulletin 4/69) Inquiry for synthetic polymer for use in paint. E.S.B. S/156/68/J.

(Bulletin 3 and 4/69) Inquiry for soap pad making machine. E.S.B. S/158/68/J.

(Bulletin 6/69) Inquiry for ferric hydrate. E.S.B. S/159/68/J.

(Bulletin 7/69) Inquiry for veneer guillotine. E.S.B. S/160/68/J.

Austria

(Bulletin 3/69) Agency inquiry for bathing costumes; corsetry; pullovers and cardigans; shirts; underwear. E.S.B. 47990/68/J.

(Bulletin 4/69) Inquiry for coffee and tea services; glassware; kitchenware and kitchen equipment; vacuum flasks. E.S.B. 534/69/J.

(Bulletin 5/69) Agency inquiry for food specialities. E.S.B. 43404/68/J.

(Bulletin 5/69) Inquiry for florists' sundries; ribbons. E.S.B. 882/69/J.*

(Bulletin 5/69) Inquiry for bedspreads; synthetic bedding materials. E.S.B. 691/69/J.

(Bulletin 5/69) Agency inquiry for catering machines and equipment. E.S.B. 45649/68/J.

(Bulletin 5/69) Agency inquiry for dishwashing machines and catering equipment. E.S.B. 45735/68/J.

(Bulletin 5/69) Agency inquiry for flood-lighting fittings. E.S.B. 374/69/J.

(Bulletin 6/69) Inquiry for ribbons. E.S.B. 45757/68/J.

(Bulletin 6/69) Agency inquiry for chemicals. E.S.B 535/69/J.

(Bulletin 7/69) Agency inquiry for air-conditioning equipment and appliances; cooling units; dishwashing machines; ice cream manufacturing machines; tube and hose fittings; vending machines. E.S.B. 45720/68/J.

Belgium

(Bulletin 7/69) Inquiry for brass fittings; radiators; ventilators. E.S.B. 1218/69/J.

Brazil

(Bulletin 3/69) Inquiry for plastic manufacturing machinery. E.S.B. 44297/68/J.

Canada

(Bulletin 4/69) Inquiry for plastic hinges. E.S.B. 47543/68/J.

(Bulletin 4/69) Inquiry for blankets; children's clothing. E.S.B. 48778/68/J.

(Bulletin 5/69) Agency inquiry for satin cloths. E.S.B 48796/68/J.

(Bulletin 5/69) Inquiry for logging equipment components; rail car components. E.S.B. 40936/68/J.

(Bulletin 5/69) Agency inquiry for chick hatchery and incubator equipment; egg candling equipment; hog breeding equipment; poultry breeding equipment. E.S.B. 666/69/J.

(Bulletin 7/69) inquiry for educational toys. E.S.B. 48763/68/J.

(Bulletin 7/69) Agency inquiry for alcoholic beverages; bar furnishings and complementary products. E.S.B. 47842/68/J.

(Bulletin 7/69)87/-. Inquiry for aluminium alloy sheets; stainless steel. (Further Information.) E.S.B. 45087/68/J.

(Bulletin 8/69) Inquiry for paper products. E.S.B. 47875/68/J.

Chile

(Bulletin 7/69) Inquiry for galvanizing plant. E.S.B 47745/68/J.

Czechoslovakia/Cuba

(Bulletin 6/69) Trade Agreement. C.R.E. 2696/G/J.

Denmark

(Bulletin 6/69) Agency inquiry for hats; swimwear. E.S.B. 47986/68/J.

Ecuador

(Bulletin 7/69) Inquiry for computer. E.S.B. 1156/69/J.

Finland

(Bulletin 4/69) Agency inquiry for hosiery; men's underwear; paper dresses. E.S.B. 48842/68/J.

(Bulletin 5/69) Agency inquiry for chewing gum. E.S.B. 594/69/J.

(Bulletin 6/69) Agency inquiry for hosiery. E.S.B. 964/69/J.

(Bulletin 7/69) Agency inquiry for office equipment; office furniture. E.S.B. 916/69/J.

France

(Bulletin 3/69) Agency inquiry for household linen and linen furnishing fabrics. E.S.B. 11659/68/J.

(Bulletin 6/69) Exchange control regulations. E.S.B. 1209/G/J.

(Bulletin 6/69) French commission agents' association and certificates of employment. E.S.B. 715/G/J.

(Bulletin 8/69) Inquiry for furniture tacks. E.S.B. 1442/69/J.

Germany, Federal Republic of

(Bulletin 4/69) Inquiry fol laminated steel sheets. E.S.B. 48547/68/J.

(Bulletin 5/69) Inquiry for ferro-alloys. E.S.B. 602/69/J.

(Bulletin 5/69) Agency inquiry for visual and acoustic inspection equipment. E.S.B. 48775/68/J.

(Bulletin 5/69) Agency inquiry for electronic components. E.S.B. 558/59/J.

(Bulletin 5/69) Inquiry for chemicals. E.S.B. 699/69/J.

(Bulletin 5/69) Inquiry for electronic components; measuring instruments. E.S.B. 599/69/J.

(Bulletin 7/69) Inquiry for office machinery. E.S.B. 694/69/J.

Ghana

(Bulletin 7/69) Inquiry for cotton twill; shoes; sardines. E.S.B. 949/69/J.

Greece

(Bulletin 7/69) Inquiry for electronic racecourse equipment. E.S.B. 1101/69/J.

Guatemala

(Bulletin 6/69) Inquiry for acetylene cylinders; oxygen cylinders. E.S.B. 598/69/J.

(Bulletin 6/69) Agency inquiry for enamel; insulating sleeving. E.S.B. 824/69/J.

A double acting chock version of a self advancing hydraulically powered support with articulated roof beam developed by A. G. Wild and Co. Ltd., to meet American longwall mining conditions under test at the company's Sheffield factory. A full face of these three leg 150/150/150-*ton supports is soon to be installed at the Kaiser Steel Corporation's Sunnyside mine in Utah. Further export orders are being negotiated.*

Hong Kong

(Bulletin 4/69) Inquiry for secondary metals; textile manufacturing machinery. E.S.B. 43933/68/J.

Hungary/East Germany

(Bulletin 6/69) Trade Agreement. E.S.B. 1209/G/J.

Iraq

(Bulletin 6/69) Inquiry for sulphur processing plant. E.S.B. 42858/68/J.

Irish Republic

(Bulletin 4/69) Inquiry for domestic electrical appliances. E.S.B. 48583/68/J.

Israel

(Bulletin 3/69) Agency inquiry for preserves; sweets. E.S.B. 48807/68/J.

(Bulletin 5/69) Agency inquiry for office supplies; stationery; toys. E.S.B. 32305/68/J.

(Bulletin 6/69) Agency inquiry for bus washing machines; vacuum cleaners; spring making machinery; steel tubes. E.S.B. 48794/68/J.

(Bulletin 6/69) Agency inquiry for datel equipment; electronic test equipment; exchanges and switches. E.S.B. 48793/68/J.

(Bulletin 6/69) Agency inquiry for nuclear reactor control equipment and instrumentation; nucleonic laboratory equipment. E.S.B. 31572/68/J.

(Bulletin 8/69) Agency inquiry for chemicals; engineers and mechanics tools; garage equipment. E.S.B. 44218/68/J.

Italy

(Bulletin 3/69) Agency inquiry for bi-metal contacts. E.S.B. 48591/68/J.

(Bulletin 3/69) Agency inquiry for education anatomic material; educational films. E.S.B. 48563/68/J.

(Bulletin 3/69) Insulation standards for electric tools. E.S.B. 1209/G/J.

(Bulletin 3/69) Agency inquiry for whisky and gin. E.S.B. 563/69/J.

(Bulletin 4/69) Agency inquiry for ornaments; posters; trinkets. E.S.B. 48736/68/J.

(Bulletin 4/69) Inquiry for Osmometers. E.S.B. 43322/68/J.

(Bulletin 4/69) Manufacture under licence – Pharmaceuticals. E.S.B. 48554/68/J.

(Bulletin 5/69) Manufacture under licence – agency inquiry for car safety belts. E.S.B. 623/69/J.

(Bulletin 5/69) Inquiry for laboratory and scientific instruments. E.S.B. 612/69/J.

(Bulletin 5/69) Manufacture under licence – Adhesive plaster; self-adhesive tape. E.S.B. 48531/68/J.

(Bulletin 5/69) Agency inquiry for acylic fibre tuft; acrylic fibre waste and by-products. E.S.B. 21056/68/J.

(Bulletin 6/69) Manufacture under licence – Service station equipment. E.S.B. 48418/68/J.

(Bulletin 7/69) Inquiry for diodes; gauge instruments; kilns and hoods; tubes. E.S.B. 48472/68/J.

(Bulletin 7/69) Agency inquiry for compasses. E.S.B. 1146/68/J.

Italy/Iraq

(Bulletin 6/69) Trade Agreement. E.S.B. 1209/G/J.

Jamaica

(Bulletin 3/69) Agency inquiry for drugs, surgical and household rubber gloves. E.S.B. 48479/68/J.

(Bulletin 5/69) Inquiry for furnishing fabrics; light fittings. E.S.B. 33486/68/J.

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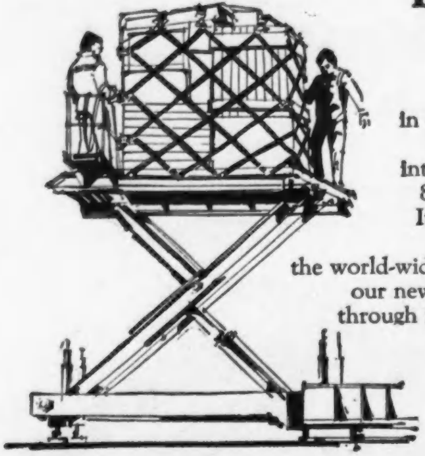

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Japan
(Bulletin 4/69) Inquiry for suiting materials. E.S.B. 32499/68/J.

Jordan
(Bulletin 7/69) Agency inquiry for chewing gum manufacturing machinery; lollipop manufacturing machine ; wafer biscuits manufacturing machinery. E.S.B. 823/69/J.
(Bulletin 8/69) Agency inquiry for steel pipe manufacturing plant. E.S.B. 1280/69/J.

Kenya
(Bulletin 7/69) *1/-. Inquiry for road signs. E.S.B. 1122/69/J.

Kuwait
(Bulletin 4/69) Inquiry for pharmaceuticals. E.S.B. 43383/68/J.
(Bulletin 7/69) Inquiry for mechanical handling and transportation equipment. E.S.B. 1183/69/J.

Libya
(Bulletin) 5/69) Agency inquiry for drilling rigs and ancillary equipment; stone clushing plant. E.S.B. 551/69/J.
(Bulletin 6/69) Inquiry for blankets; boots; iron beds; mattresses; tentage; uniform clothing. E.S.B. 48771/68/J.

Malaysia
(Bulletin 3/69) Agency inquiry for electrodes; farming equipment; pumps; ropes. E.S.B. 47559/68/J.
(Bulletin 5/69) Agency inquiry for chemicals; scientific and laboratory equipment. E.S.B. 46210/ 8/J.
(Bulletin 6/68) Agency inquiry for locks; newsprint; sinks; tiles; toilet cisterns. E.S.B. 46226/68/J.

Martinique
(Bulletin 6/69) Agency inquiry for prefabricated steel frame buildings. E.S.B. 627/69/J.

Mexico
(Bulletin 7/69) Inquiry for tube welding equipment. E.S.B. 697/69/J.

New Zealand
(Bulletin /69) Agency inquiry for automotive parts and accessories; garage service equipment; machine tools; welding and cutting equipment. E.S.B. 604/69/J.

Pakistan
(Bulletin 4/69) Agency inquiry for cashew nut peeling and canning machinery; grain silos; pineapple cutting and canning machinery. E.S.B. 27903/68/J.

Philippines, Republic of
(Bulletin 4/69) Agency inquiry for china figures; clocks and watches; fancy goods; lamps; motor car spare parts; vacuum flasks and jars. E.S.B. 35611/68/J.

Puerto Rico
(Bulletin 3/69) Inquiry for biscuits. E.S.B. 48576/68/J.

Rumania
(Bulletin 4/69) Inquiry for psychological testing apparatus. E.S.B. 47901/68/J.

Sierra Leone
(Bulletin 5/69) Agency inquiry for druggists' sundries; pharmaceuticals and medicines; toiletries. E.S.B 46801/68/J.
(Bulletin 8/69) Inquiry for tents; textile fabrics. E.S.B. 43511/68/J.

Singapore, Republic of
(Bulletin 3/69) Agency inquiry for shirting materials; suiting fabrics. E.S.B. 48478/68/J.

South Africa
(Bulletin 3/69) Agency inquiry for dental polishing lathes. E.S.B. 48594/68/J.
(Bulletin 3/69) Agency inquiry for heating and ventilating control equipment. E.S.B. 48758/68/J.
(Bulletin 5/69) Agency inquiry for agricultural machinery and equipment. E.S.B. 48767/68/J.
(Bulletin 5/69) Agency inquiry for microwave ovens. E.S.B. 555/69/J.

Spain
(Bulletin 4/69) Inquiry for aluminium tube. E.S.B 48546/68/J.

Sudan
(Bulletin 7/69) Inquiry for fish canning plant and equipment. E.S.B. 844/69/J.

Sweden
(Bulletin 3/69) Agency inquiry for barometers; clocks; watch straps. E.S.B. 47300/68/J.
(Bulletin 3/69) Agency inquiry for petrol engines. E.S.B. 48904/68/J.
(Bulletin 4/69) Agency inquiry for boots. E.S.B. 48598/68/J.
(Bulletin 4/69) Agency inquiry for confectionery. E.S.B. 48774/68/J.
(Bulletin 5/69) Agency inquiry for woollen cloth. E.S.B. 12298/68/J.

Switzerland
(Bulletin 3/69) Agency inquiry for carpets. E.S.B 48572/68/J.
(Bulletin 4/69) Inquiry for sewer cleaners. E.S.B. 48593/68/J.
(Bulletin 4/69) Agency inquiry for women's knitted outerwear. E.S.B. 47793/68/J.
(Bulletin 5/69) *Agency inquiry for air conditioning convectors; thermal insulating mats; valves. E.S.B. 891/69/J.
(Bulletin 6/69) Agency inquiry for cables; copper sheathed carbon electrodes E.S.B. 692/69/J.
(Bulletin 7/69) Agency inquiry for brass candlesticks. E.S.B. 48806/68/J.
(Bulletin 7/69) Agency inquiry for compressor tools. E.S.B. 618/69/J.
(Bulletin 8/69) Agency inquiry for steel piling; vibratory rollers. E.S.B. 1109/69/J.

Thailand
(Bulletin 5/69) Agency inquiry for linseed oils. E.S.B. 597/69/J.
(Bulletin 7/69) Agency inquiry for electric manicuring sets; stationery. E.S.B. 48371/68/J.
(Bulletin 8/69) Manufacture under licence– Radio transmitters and receivers. E.S.B. 48351/68/JJ.

Trinidad/Tobago
(Bulletin 5/69) Agency inquiry for drawing office supplies. E.S.B. 601/69/J.
(Bulletin 6/69) Agency inquiry for building materials; footwear. E.S.B. 48565/68/J.

Uganda
(Bulletin 3/69) Inquiry for adhesives; chemicals; fertilizers; sports goods; suitings. E.S.B. 44594/68/J.

United States of America
(Bulletin 5/69) Inquiry for drill chucks. E.S.B. 693/69/J.
(Bulletin 5/69) Inquiry for thermometers. E.S.B. 524/69/J.
(Bulletin 6/69) Inquiry for film line cutters. E.S.B. 14276/68/J.
(Bulletin 6/69) Inquiry for textile machinery. E.S.B 523/69/J.
(Bulletin 6/69) Inquiry for moulds; press tools; special purpose machinery; machine parts and accessories. E.S.B. 48535/68/J.
(Bulletin 7/69 Inquiry for hose; hose connections and couplings. E.S.B. 43187/68/J.
(Bulletin 7/69) *28/-. Agency inquiry for industrial and marine maintenance equipment. E.S.B. 547/69/J.
(Bulletin 7/69) Manufacture under licence – Electrical kitchen equipment; personal care products. E.S.B. 910/69/J.
(Bulletin 7/69) Inquiry for light fittings. E.S.B. 43928/68/J.
(Bulletin 8/69) Agency inquiry for desk accessories; gloves; handbags; perfumes; regimental ties; smoking accessories; sun glasses; toiletries. E.S.B. 48795/68/J.
(Bulletin 4/69) Inquiry for stationery items. E.S.B. 48781/68/J.
(Bulletin 3/69) Trade shows to be held in the S.E. United States. E.S.B. 2915/68/J

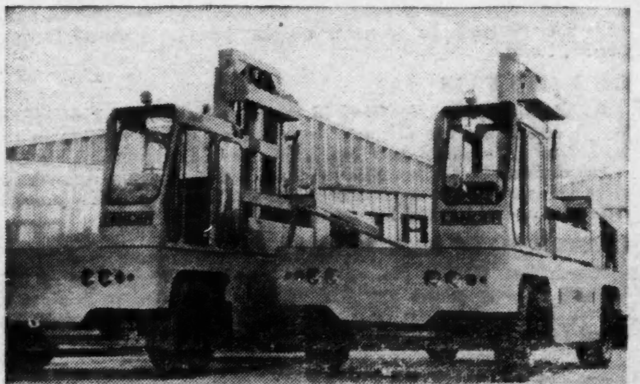
Uruguay
(Bulletin 3/69) Agency inquiry for food processing machinery. E.S.B. 43521/68/J.
(Bulletin 3/69) Agency inquiry for food processing machinery and equipment. E.S.B 48522/68/J.
(Bulletin 5/69) Inquiry for submarine petroleum deposits. E.S.B. 48912/68/J.

Yugoslavia
(Bulletin 5/69) Agency inquiry for automation equipment; chemicals; kitchen equipment; shipbuilding machinery and equipment. E.S.B. 38259/68/J.
(Bulletin 6/69) Agency inquiry for department store goods; domestic appliances; sports equipment; perfumes and toiletries, woodworking machinery. E.S.B. 47595/68/J.
(Bulletin 6/69) Inquiry for mineral ore processing equipment. E.S.B. 46601/68/J.

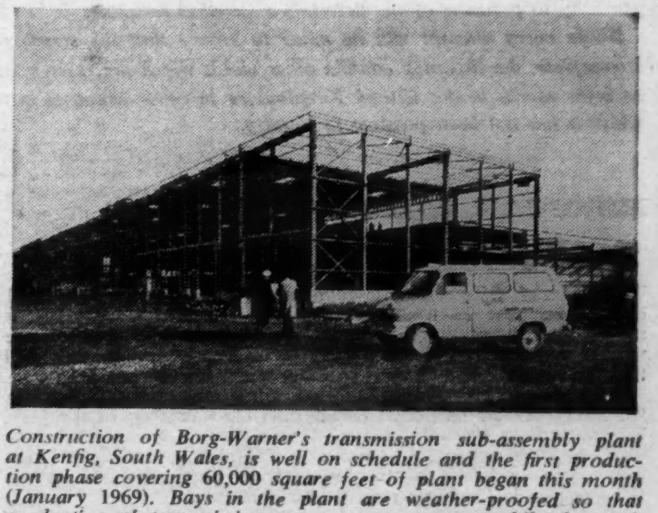
Zambia
(Bulletin 6/69) Inquiry for cylinders; pipe connecting nipples; valves. E.S.B 47116/68/J.
(Bulletin 8/69) Inquiry for carpets; domestic electrical appliances; furniture. E.S.B. 47917/68/J.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.



Two new Mark III models of the Lancer 1000 Series sideloader have been shipped to Algeria, for transporting, yard stacking, marshalling, vehicle loading and in-plant handling duties at the pipe manufacturing works of Societe Nacional Siderurgie. With a capacity of 25,000 lb. and a lift height of 14ft., these machines will each form a self-contained, single-operated system for high-speed handling of piping in lengths up to 45ft. and diameters up to 36in.



Construction of Borg-Warner's transmission sub-assembly plant at Kenfig, South Wales, is well on schedule and the first production phase covering 60,000 square feet of plant began this month (January 1969). Bays in the plant are weather-proofed so that production of transmission components can start while the steelwork, flooring and roofing of the entire 266,000 square feet is completed. The parts manufactured at Kenfig will be quality tested before final assembly at Borg-Warner's main Letchworth factory as components of the Model 35 automatic transmission.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

► *The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Tariff quotas in the ECC

THE *Journal Officiel des Communautés Européennes* No. L311 dated December 28, 1968, contains the text of two Regulations setting up Community quotas. Details of these quotas, which are valid for the period January 1, 1969, to December 31, 1969, and their allocation to individual member states are set out below.

Regulation (CEE) No. 2122/68 sets up a community tariff quota for 20,000 heifers and cows (other than for slaughter) of the grey, brown, yellow, spotted Simmental and Pinzgau mountain breeds (tariff heading ex 01.02 A II b)2) at a 6 per cent rate of duty. Fourteen thousand heads of this quota have been allocated on the following basis, leaving a reserve of 6,000 heads.

Germany	7,000 heads
France	2,750 heads
Italy	4,250 heads

Regulation (CEE) No. 2123/68 sets up a Community tariff quota at 5,000 bulls, cows and heifers (other than for slaughter) of the spotted Simmental, Schwyz and Freiburg alpine breeds (tariff heading ex 01.02 A II b) 2) at a 4 per cent rate of duty. Four thousand one hundred head of this quota have been allocated on the following basis, leaving a reserve of 9,000 heads.

Germany	200 heads
France	100 heads
Italy	3,800 heads

Details of the method of allocation of the reserves referred to above and of the general conditions attached to the quotas may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common Customs Tariff

THE *Board of Trade Journal* dated January 10, 1968, contains a notice about **Regulation (CEE) No. 2094/68** and **Regulation (CEE) No. 2098/68,** both of which modify the Common Customs Tariff (Tariff Douanier des Communautés Européennes) which was published as **Regulation (CEE) No. 950/68.**

Further modifications to the Common Customs Tariff are contained in **Regulation (CEE) No. 2121/68** which modifies **Regulation (CEE) No. 950/68** and Annexes I and II of **Regulation 83/67/CEE** so far as certain products covered by tariff headings 18.06 and 19.02 are concerned and derogates from Article 16 of **Regulation No. 160/66/CEE** so far as tariff heading 18.06 is concerned.

The French text of **Regulation (CEE) No. 2121/68** which was published in the *Journal Officiel des Communautés Européennes* No. L311 dated December 28, 1968, and of the other Regulations referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations, which affect the various agricultural sectors in the EEC, have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2148/68 modifies **Regulation (CEE) No. 1106/68** relating to the procedure for granting aid for powdered skimmed milk for animal feeding and skimmed milk processed into animal feeding stuffs (*Journal Officiel* No. L314 dated December 31, 1968).

Regulation (CEE) No. 2149/68 modifies **Regulation (CEE) No. 1104/68** fixing the compensatory amounts applicable to the trade in certain dairy products during the 1968/69 dairy season, so far as it concerns the fixing of compensatory amounts applicable to trade with the Netherlands (*Journal Officiel* No. L314 dated December 31, 1968).

OILS AND FATS

Regulation (CEE) No. 2146/68 modifies **Regulation 136/66/CEE** which establishes the common organization of the market in the fats sector (*Journal Officiel* No. L314, dated December 31, 1968).

Regulation (CEE) No. 2150/68 fixes the production refunds for olive oil used in the conservation of fish and vegetables (*Journal Officiel* No. L314 dated December 31, 1968).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 2147/68 modifies **Regulation (CEE) 1084/68** relating to the special system to be applied to imports of certain kinds of frozen beef and veal (*Journal Officiel* No. L314 dated December 31, 1968).

SPAIN

Import regulations

IN THE *State Gazette* of December 6, 1968, the Spanish authorities published a Resolution made under the Order of September 12, 1968, promulgating regulations which give effect to the changes in import procedure already announced. The regulations became effective on January 1.

Inquiries about this notice should be addressed to: Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import quota

In the *State Gazette* of December 31, 1968 the Spanish authorities announced that an import quota has been established for the following items. The quota is valid until June 30, 1969.

Tariff heading	Description	Quota Tons	Duty (without any anti-dumping duty)
73.01 D	Foundry pig iron	65,000	Nil
73.06 B	Steel ingots	190,000	Nil
73.07 B 1	Billets	100,000	Nil
73.07 B 2 a	Blooms of more than 500 Kgs.	300,000	Nil
73.07 B 2 b	Other blooms	40,000	14%
73.07 B 4 a	Slabs	80,000	Nil
73.13 B 2 c	Cold-rolled sheet coils	60,000	15%

Customs tariff amendments (1)

In the *Board of Trade Journal* of November 1, 1968, page 1208, it was announced that the Spanish authorities had published a decree in the *State Gazette* of October 7, 1968 suspending the introduction of increased duty on certain items until January 13, 1969. This period has been extended until March 3, 1969.

Customs tariff amendments (2)

The following asterisk note has been added to the Spanish Tariff Heading 73.03, Scrap and waste metal of iron and steel:

*Subject to the appropriate checking by the dependent services of the Directorate General of Customs, clauses (b) and (c) of additional note 4 of Chapter 73 will not be applicable to shipments of iron waste imported by firms who have blast furnaces or electrical furnaces if the goods imported are intended for re-melting in such furnaces.

Import rebate suspensions

In the *State Gazette* of December 31, 1968 the Spanish authorities announced that the rebate of 30 per cent and 75 per cent respectively on the following items have been cancelled:

Tariff	Item
73.07 B 1	Billets.
73.07 B 2 a	Blooms of more than 500 Kgs.

Import duty suspensions

In the *State Gazette* of December 31, 1968 the Spanish authorities announced that the following items could be imported at a reduced duty into Spain until March 31, 1969:

Tariff heading	Item	Percentage of import duty reduction
12.01 B 3	Soya beans	100
15.11 A ex	Raw glycerine	100
16.03 A	Extracts and meat juices in packages of more than 5 Kgs.	100
29.23 D 1	Glutamic acid and its salts	50
73.13 B 3 b	Tinplate	40

Import quota extension: acrylic fibres

In the *State Gazette* of December 31, 1968 the Spanish authorities announced that the quota for the import of 4,000 tons of acrylic fibres and acrylic yarns (Tariff Headings: 56.01-A.3; 56.02-A.3; 56.04-A.3 and 56.05-A.3) free from specific duty of 30 pesetas per kilo has been extended until February 28, 1969.

Duties within quota limits

In the *State Gazette* of December 31, 1968 the Spanish authorities announced the following reduction in import duty within a quota limit, valid until June 30, 1969:

Tariff heading	Description	Quota (tons)	Import duty
73.08	Iron or steel coils for re-rolling	305,000	Ptas. 800 per ton

Note: The duty shown against this quota replaces both the *ad valorem* and anti-dumping duties.

Inquiries about the above notices should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

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FRANCE

Duty free import quotas for iron

THE FRENCH *Journal Officiel* of December 28 announced the amounts for the following duty free quotas for the first half of 1969:

Tariff No.	Description	Amount metric tons net
13.15 A IV b i	Hot-rolled or extruded wire rod having a diameter of 4·5 to 6 mm. and a carbon content of 0·62% to 0·7% . . .	3,000
	Wire rod of a diameter of 4·5 to 13 mm. and containing 0·60 to 1·05% of carbon, 0·5% or less of sulphur or phosphorus (taken together), 0·10 to 0·25% of silicon and 0·1% of all other components (taken together), except manganese and chromium	1,200
73.16 A II b	Used rails intended for re-rolling	20,000

The amounts for the following duty free quotas have been fixed for the whole of 1969:

Tariff No.	Description	Amount metric tons net
73.01 B II b	Special haematite iron containing by weight a maximum proportion of 0·03% manganese (1)	6,000
73.15 B IV b 2	Alloy steel hollow bars, the interior of which is plated with stainless steel, intended only for the manufacture of monobloc cutting bits	700

(1) This quota is open only for iron intended for the manufacture of cast steel products.

The conditions of admission under the above quotas are laid down in an Order of April 12, 1962 stating the general conditions of import duty quotas.

The products imported under these quotas must be used for the purposes stated, within one year of the date of registration of the customs declaration. They are also subject to the fulfilment by the actual consignee, assignees and users, of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

Inquiries concerning this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

NORWAY

EFTA tariff reduction

YARN OF man-made fibres (discontinuous or waste), not put up for retail sale, of synthetic textile fibres (BN heading ex 56.05) was among the limited number of items where the Norwegian authorities were permitted to apply the original EFTA timetable for tariff reductions (i.e. complete elimination of tariffs by the end of 1969). The Norwegian authorities have recently announced an acceleration of the tariff reduction on this item so that, as from January 1, 1969, it is free of duty.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461).

DENMARK

Tariff change: diesel-engined tractors

THE DANISH authorities have recently announced that the basic duty of 3.2 per cent on diesel-engined tractors of a net weight of more than 1,100 kg. (BN heading ex 87.01) has been removed since January 1, 1969.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

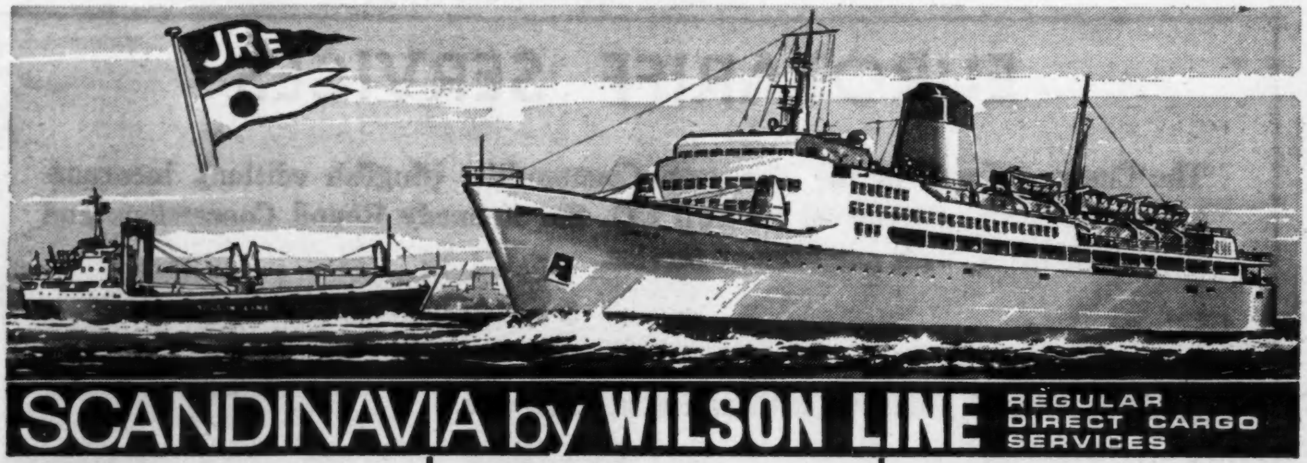
IRISH REPUBLIC

Increase in the rate of wholesale tax

THE FOLLOWING Notice (No. 1094) has been issued by the Revenue Commissioners of the Irish Republic.

Imported goods

Increase of rate.—Importers, agents and other persons concerned are reminded that the rate of Wholesale tax has been increased



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from 5 per cent *ad valorem* to 10 per cent *ad valorem* in respect of goods already subject to the tax which are imported on or after January 1, 1969.

Where Turnover tax is also chargeable on the goods Wholesale tax and Turnover tax will, from January 1, 1969, inclusive, be charged at the combined rate of 12½ per cent *ad valorem* on the value of the goods.

Date of operation. – The date of importation is to be taken as the date on which the importing conveyance comes within the limits of the port or place at which such conveyance shall in due course be reported and such goods discharged.

Scope of tax. – The scope of the tax has not been altered.

Postal importations. Reduction of exemption value limit. – When the increased rate of Wholesale tax comes into operation Wholesale tax will not be payable when the declared value of the goods chargeable with Wholesale tax in any parcel does not exceed *five* pounds. The exemption from Turnover tax in cases where the declared value of the goods chargeable with Turnover tax in any parcel does not exceed £20 remains unaltered. Thus, when the value of the goods chargeable with both taxes in any parcel exceeds *five* pounds but does not exceed twenty pounds, relief will be allowed in respect of the Turnover tax only.

Importance of quoting Wholesale tax number on parcels. – Where taxable goods are imported by parcel post by registered persons in circumstances where customs entry is not necessary, the supplier abroad should be notified of the Wholesale tax number and should be requested to quote the number on the Customs declaration form affixed to the parcel.

General. – Except as modified by the above the information relating to Wholesale tax on imported goods set out in Notice No. 1041 remains unaltered.

Any inquiries on points of detail regarding the Wholesale tax on imported goods should be addressed to the Secretary, Revenue Commissioners, Dublin Castle, Dublin 2.

Dublin Castle,
December, 1968.

MALTA

Tariff amendments

THE BOARD OF TRADE has received a copy of the Malta *Government Gazette* No. 12,232 of December 31, 1968, which contains an Act to amend the Import Duties Act of 1964.

The amendments given therein, which are reproduced below, should be substituted for those given in the Malta *Government Gazette* No. 12,209 of October 29, 1968, published in the *Board of Trade Journal* of November 15, 1968 (pages 1368/1369).

Tariff heading No.	Description of goods	Rate of duty	
		General	Preferential
16.04	Prepared or preserved fish, including caviar and caviar substitutes:		
	A. Fish paste, caviar and caviar substitutes	25%	15%
	B. Other	15%	10%
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion:		
	A. Biscuits (all kinds with the exception of cream crackers)	20%	20%
	but not less than per kilo	1s. 4d.	1s. 4d.
	B. Cream crackers	20%	20%
	C. Others	20%	20%
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared) and not constituitng printed matter within Chapter 49), rolls or sheets:		
	A. Printed wrapping paper of a width not exceeding 102 cms	25%	25%
	B. Other	0%	0%
54.05	Woven fabrics of flax or of ramie:		
	A. Interlinings	0%	0%
	B. Other	30%	16%
55.09	Other woven fabrics of cotton:		
	A. Canvas, interlining and stretch fabrics	0%	0%
	B. Other	30%	16%
56.07	Woven fabrics of man-made fibres (discontinuous or waste):		
	A. Canvas, interlining and stretch fabrics	0%	0%
	B. Other	30%	16%
58.09	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs:		
	A. Lace in strips, or in motifs and other lace manufactured	47%	33%
	B. Other, including lace in the piece	30%	16%
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:		
	A. Cardigans, jackets, pullovers, sweaters and the like and infants' garments	47%	33%
	but not less than per piece	5s.	4s. 4d.
	B. Other	47%	33%
61.02	Women's, girls' and infants, outer garments	47%	33%
	but not less than per piece	5s. 0d.	4s. 4d.
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs:		
	A. Shirts:		
	(i) Men's:		
	(1) Collar attached shirts whether in a finished or partly finished state	47%	33%
	but not less than, per piece	10s.	8s. 7d.
	(2) With collars detached	47%	33%
	(ii) Boys'	47%	33%
	but not less than, per piece	5s.	4s. 4d.
	B. Pyjamas	47%	33%
	but not less than, per piece	5s.	4s. 4d.
	C. Under pants	40%	26%
	but not less than, per piece	1s. 6d.	1s. 4d.
	D. Other	47%	33%
	E. Pre-cut interlinings for collars and cuffs	0%	0%
61.04	Women's, girls' and infants' under garments	47%	33%
62.05	Other made up textiles articles (including dress patterns):		
	A. Dress patterns	0%	0%
	B. Mattress tufts	0%	0%
	C. Other	37%	23%
	Note: For agricultural use.	0%	0%
68.10	Other articles of plastering material:		
	A. Statues, figurines and ornamental ware	47%	33%
	B. Other	15%	10%
68.11	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement) reinforced or not:		
	A. Cement tiles, glazed or unglazed, also containing marble, of the type made locally and usually intended for flooring; statues, figurines and ornamental ware	47%	33%
	B. Other	27%	13%
68.16	Articles of stone or of other mineral substances (including articles of peat) not elsewhere specified or included:		
	A. Statues, figurines and ornamental ware	47%	33%
	B. Other	0%	0%
73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel:		
	A. Building bars and rods of a size of from 6 mm. to 26 mm. in diameter (both included):		
	(1) Round and oval, whether plain or deformed and square-twisted, of Thomas Commercial quality or equivalent or of BSS mild steel or equivalent	50%	50%
	(2) Other	25%	25%
	B. Other	0%	0%
83.02	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:		
	A. Automatic door closers, base metal hat-racks, hat-pegs and the like	27%	23%
	B. Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like	27%	13%
	C. Metal handles, hinges and bumpers (covers) for handbags, trunks and the like	0%	0%
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:		
	A. Transmission, reception apparatus, and television cameras used in radio, television, telegraph and telephone stations	0%	0%
	B. Navigational aid and radar apparatus	0%	0%
	C. Other:		
	(1) Wireless sets	50%	45%
	(2) Radio gramophones	50%	45%
	(3) Television receivers	50%	45%
	(4) Other	50%	45%
90.07	Photographic cameras; photographic flashlight apparatus:		
	A. Apparatus and accessories for composing and preparing printing plates and cylinders by photographic means	0%	0%
	B. Other	47%	33%
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles	47%	33%
94.03	Other furniture and parts thereof:		
	A. Of metal	47%	32%
	B. Of wood:		
	(1) Parts	75%	60%
	(2) Complete	75%	60%
	C. Special furniture (with cases or drawers) for printing works	0%	0%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade,*

ISRAEL

Liberalization of imports

THE ISRAELI Free Imports Order, 1969, lists a large number of commodities for which import licences are not required. The goods mentioned therein were liberalized with effect from January 1, 1969. Details may be obtained from Export Services Branch.

Labelling regulations

THE ISRAELI Official Gazette, *Kovetz Hatakanot*, No. 2313, of November 21, 1968, has published regulations concerning the labelling of medicinal preparations. A copy is held by Export Services Branch.

Purchase tax

A COPY of the Israeli list (revised edition) of goods subject to purchase tax has been received by the Board of Trade. A copy may be inspected in Export Services Branch.

All inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LIBERIA

Proposed increases in import duty

IN HIS annual message to the Liberian Legislature on December 20, President Tubman recommended that in order to protect the local brewery, the import duty on ale and stout (Tariff heading 22.03B) be increased from 83 cents per gallon to $2.57 per gallon (which is the current rate of duty on beer – Tariff heading 22.03A).

The President also recommended that an import duty of 15 cents per pound be levied on common or laundry soap in order to protect the local industry.

Any comments or inquiries about this notice should be addressed to the Commercial Relations and Exports Department (Liberian Section), Board of Trade, Room 423, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404).

SIERRA LEONE

Import licensing regulations

GOVERNMENT NOTICE No. 1372 published in the *Sierra Leone Gazette* dated December 5, 1968, amends, with effect from November 18, 1968 the list of items for which specific import licences are required (published in the *Board of Trade Journal* dated October 18, 1968, page 1082), by the addition of the following items:

Customs classification	Items
332-110	Aviation spirit
332-190	Motor spirit, other
332-210	Lamp oil (kerosene, illuminating oil)
332-230	Aviation (turbine substitute)
332-300	Diesel oil and gas oil

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MOZAMBIQUE

Amendments to the consumption tax

THE *Boletein Official de Mozambique*, 1st Series, No. 46 (Supplement), dated November 16, 1968, published Legislative Decree No. 2841, which gave notice of changes in the Consumption Tax on a wide range of commodities, produced in or imported into the Province.

Details may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

REPUBLIC OF DAHOMEY

Tariff modifications: cycles

DETAILS OF an emergency decree prohibiting the import into Dahomey of cycles, motorized or not, and various accessories, were announced in the *Board of Trade Journal* of August 9, 1968, page 443.

This decree has been modified by a regulation dated November 18, 1968, fixing a new rate of fiscal import duty for three of the six categories mentioned, as follows:

Tariff No.	Description	Minimum Rate	General Rate
Ex 84-06 A 1	Spark-ignition engines of less than 50 c.c. for auto-cycles . . .	64%	125%
87-09 A a & A b	Motor-cycles, and cycles fitted with an auxiliary motor	52%	64%
87-10	Cycles, not motorized . . .	52%	64%

Import of frames and chassis for auto-cycles, and frames for cycles (Ex 87-12) is still prohibited, but the remaining item, inner tubes for cycles, not motorized (40-11.Bc), is not specifically mentioned in the new regulation. It must therefore be assumed that the import of this item continues to be prohibited.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Import tax on beer

A REGULATION (Ordonnance No. 49 of September 25, 1968) instituted a stabilization and support tax on beer imported into Dahomey.

The *Journal Officiel* of October 15, 1968, announces the rates of the tax as follows (Arrêté No. 783 of October 5, modified by No. 791 of October 9):

(a) 5 CFA francs per bottle or can containing 33 centilitres or less;

(b) 10 CFA francs per bottle or can containing more than 33 centilitres.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

MALAWI

Customs tariff amendment

MALAWI GOVERNMENT Notice No. 218, Customs and Excise (Heading 100.16) Notice, 1968, published in the Malawi *Gazette* of December 6, 1968, sets out the goods which are approved for classification under heading 100.16 as follows:

Wheels, stub-axles and axles (axle housings) of iron or steel which the controller is satisfied are of a kind designed or suitable for the assembly or manufacture of farm carts or which are of a kind intended to be used for that purpose.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Customs tariff changes

IN A NOTICE published in the *Board of Trade Journal* on January 3 (page 42) reference was made to certain tariff changes to the Malawi Customs Tariff announced in the Malawi Budget for 1969.

Government Notice No. 228 (Amendment to the Customs Tariff) which became effective as from midnight on December 17, 1968 is reproduced below:

> 'The Customs Tariff set out in the Fourth Schedule to the Customs and Excise Ordinance, 1955, is amended in Part II thereof by the addition, after paragraph 2, of the following:
>
> 3. Pursuant of section *seventy-three*, there shall, in addition to any duties charged, levied, collected and paid in accordance with paragraphs 1 and 2 hereof, be charged, levied, collected and paid in respect of goods imported into Malawi *additional* customs duties, equal to eight and one-third *per centum* of the amounts charged, levied, collected and paid in accordance with the said paragraphs 1 and 2 after making any allowances under section *one hundred and two*:
>
> Provided that, for the purposes of this paragraph, the said

amounts charged, levied, collected and paid in accordance with paragraphs 1 and 2 after making the said allowances shall be calculated on the basis of the rates of duty in Column 5 of Part III regardless of the origin of the said goods.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 4) Regulation, 1968, published as Malawi Government Notice No. 230 of December 18, 1968, amends, with effect from that date, the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

The principal regulations are amended by the insertion after regulation 3, of the following new regulation:

Suspensions of additional duties 3A The application of the additional Customs duty referred to in paragraph 3 of Part II of the Customs Tariff is suspended insofar as it relates to the goods appearing in the Second Schedule hereto.

The heading to the schedule to the principal regulations is amended by the insertion before the word 'Schedule' of the word 'First'.

The principal regulations are amended by the addition, after the First Schedule, of the following:

Second Schedules (Regulation 3A)

1	2
44.23.01	All goods in this subheading.
ex 73.36 ex 74.17	Pressure stoves constructed for utilizing liquid petroleum oil, of a kind used for domestic purposes.
ex 87.09	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars.
ex 97.01	Toys operated by clockwork or electric motors.
ex 97.07.01	All goods in this subheading.

Note:

The effect of this notice is to exempt the above items from the additional customs duties imposed in the Malawi Budget for 1969 (see preceding notice).

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES published in the South African Government *Gazette Extraordinary* of December 13 and 27, 1968, amend the Customs tariff as follows:

Government Gazette No. 2234 of December 13

Notice No. R.2275: (1) The duty on industrial conveyor belts of artificial plastic material is increased from 5 per cent (General), 3 per cent (MFN) and free (Preferential) to 23 per cent (General) and 20 per cent (Preferential).

(2) The duty on conveyor or elevator belts or belting of rubber, for industrial purposes, is amended to 25 per cent (General) and 22 per cent (United Kingdom) (Preferential).

(3) The duty on conveyor or elevator belts or belting, of textile material, for industrial purposes, is increased to 25 per cent (General), 20 per cent (United Kingdom) (Preferential) and 23 per cent (General) and 20 per cent (United Kingdom) (Preferential).

Notice No. R.2276: The duty on brake drum brake assemblies (excluding those identifiable for use solely or principally with tractors other than road tractors) is amended from 20 per cent to 20 per cent or 10 cents per lb.

Notice No. R.2277: (1) Provision is made for a rebate of the full duty on certain raw materials, for the manufacture of organic peroxides.

(2) Provision is made for a rebate of the full duty on p-toluenesulphonylmethylurethane, for the manufacture of tolbutamide powder.

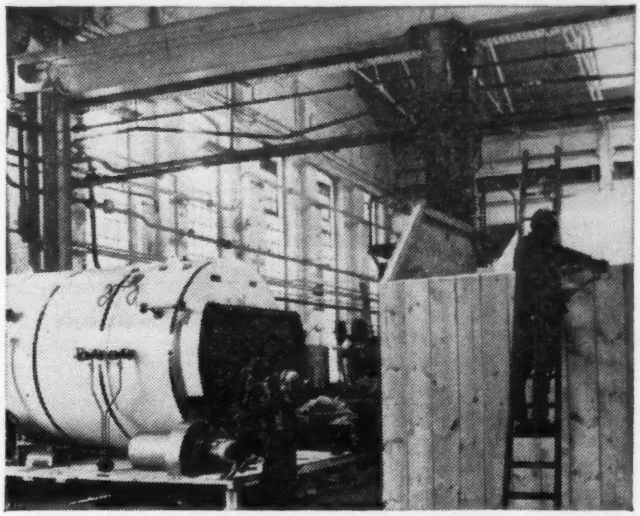
(3) Provision is made for a rebate of the full duty on leather finishing solutions containing plasticized polyvinyl chloride in organic solvents, whether or not containing pigments suitable for tinting purposes, for use in the leather tanning and finishing industry.

Notice No. R.2278: The headings of the items 308.02 and 311.25 are amended to include belts.

Notice No. R.2279: The provision in item 310.07 29.02 is amended to make it clear that pressure-sensitive polyvinyl chloride film of a thickness not exceeding 0.005 in. is not admissible under rebate of duty for the manufacture of pressure-sensitive labels, tickets and tape.

Notice No. R.2280: The provision for a rebate of duty on brake drum brake assemblies and parts thereof for motor cars is withdrawn.

Notice No. R.2281: Provision is made for a drawback of the full duty on woven fabrics of cellulosic fibres (continuous or discontinuous), used in the manufacture of impregnated or coated textile fabrics which are exported from the Republic.



Two of five 16,000 lb./hr. Cochran Thermax packaged boilers for Nyanza Textile Industries Ltd., Uganda, recently dispatched from the Lincoln works of Cochran, Thermax, Lincoln, Ltd. They are oil fired and were fully tested prior to dispatch. The casing is specially designed to overcome height difficulties and loading gauge requirements in Uganda. Exports for Thermax boilers include orders from Bolivia, Baghdad and Accra, Ghana.

Notice No. R.2303: Note 07.00 is amended to define the intention of the provisions of paragraph (1) of item 317.03 more clearly and the provision for a rebate of duty on pistons, gudgeon pins, cast iron piston rings, cast iron cylinder liners and sleeves, finished inlet and exhaust valves and gaskets, for the manufacture of certain motor vehicles, is withdrawn.

Government Gazette No. 2251 of December 27

Notice No. R.2387: The descriptions of the materials admissible under the sub-headings 29.14.15 and 29.14.40 are amended.

Notice No. R.2388: The descriptions of sub-headings Nos. 84.17.20 and 84.17.30 are amended to indicate clearly that all heating equipment used in the catering industry is included thereunder.

Notice No. R.2389: The duty on torch filament lamps is amended from 55 cents per 100 (General), 30 cents per 100 (MFN) and 5 cents per 100 (Preferential) to 55 cents per 100 (General) and 30 cents per 100 (Preferential).

Notice No. R.2390: The names of the territories in Column iv under item 211.12 tariff heading 61.03 are amended to 'Korea'.

Notice No. R.2391: The provisions under item 216.01 tariff heading 84.06 are amended to make it clear that all engine cylinder liners and pistons are not liable to anti-dumping duty.

Notice No. R.2392: The provision of an ordinary anti-dumping duty on torch filament lamps if imported from or originating in Hong Kong, is withdrawn.

Notice No. R.2393: As zinc ammonium chloride is classified under tariff heading No. 28.48, the rebate provisions therefor against tariff heading 28.30 are deleted and suitable provisions are made against tariff heading 28.48.

Notice No. R.2394: The description under item 311.14 of tariff headings 53.11, 54.05 is amended to make it clear that the tubular woven fabrics must be cut on the bias to qualify for admission under rebate of duty.

Notice No. R.2395: (1) Provision is made for a rebate not exceeding the preferential duty on unworked rings, for the manufacture of ball bearings.

(2) Provision is made for a rebate not exceeding the preferential duty on single row radial ball bearings (excluding angular contact ball bearings) and single row tapered roller bearings with an outside diameter of not less than 31 mm but not exceeding 90 mm, for the manufacture of rear axle assemblies.

Notice No. R.2396: Provision is made for a rebate of the full duty on base oils in prepared lubricating oil supplied to any person entitled to the privileges provided in item 460.06 of Schedule No. 4.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting reference CRE 24946/G.

NEW ZEALAND

Tariff changes

DETAILS ARE given below of changes made in the New Zealand Tariff which came into effect on January 1, 1969:

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
05.04	Guts, bladders and stomachs of animals (other than fish), whole and pieces thereof:				
	Sausage casings made from guts of:				
05.04.01	Hogs per 100 lb.	lb.	$2·00 Aul Free	$2·00	$2·50
07.02	Vegetables (whether or not cooked), preserved by freezing:				
	Raw:				
07.02.01	Peas	lb.	25% Aul 18%	35%	45%
07.02.02	Beans	lb.	25% Aul 15%	35%	45%
07.05	Dried leguminous vegetables, shelled, whether or not skinned or split:				
	Peas for sowing:				
07.05.05	Packed for retail sale per cental	centals	12c Aul Free	15c	25c
07.05.06	Beans for sowing:				
07.05.11	Packed for retail sale	centals	12c	15c	25c
07.05.12	Other per cental	centals	12c Aul Free	15c	25c
07.05.19	Other beans per cental	centals	12c Aul Free	15c	25c
08.01	Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avacados, mangoes, guavas and mangosteens, fresh or dried:				
08.01.10	Bananas, fresh per 100 lb.	lb.	Free	66·4c	83c
08.01.99	Certain dried fruit per 100 lb.	lb.	Free	66·4c S.A. Free	$1·66
08.02	Citrus fruit, fresh or dried:				
	Oranges, tangerines, mandarins and clementines:				
	Whole:				
08.02.11	Oranges per 100 lb.	lb.	Free	32·8c SA Free	83c
08.02.12	Other kinds per 100 lb.	lb.	Free	32·8c	83c
08.02.19	Other	lb.	12½%	27½%	50%
	Other citrus fruits:				
	Whole:				
08.02.21	Lemons per 100 lb.	lb.	66·4c	66·4c	$1·66
08.02.22	Grapefruit per 100 lb.	lb.	66·4c	66·4c	$1·66
08.04	Grapes, fresh or dried:				
	Fresh:				
08.04.11	July 1 to November 30 inclusive per 100 lb.	lb.	66·4c	66·4c SA Free	$1·66
	Dried:				
08.04.22	Raisins: per 100 lb.	lb.	Free	49·6c SA Free	83c
08.09	Other fruit, fresh:				
	Whole:				
08.09.01	Medlars, passionfruit per 100 lb.	lb.	$1·32	$1·32	$1·66
09.01	Coffee, whether or not roasted or freed of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion:				
	Coffee, whether or not roasted or freed of caffeine:				
09.01.11	Raw per 100 lb.	lb.	Free	66·4c	83c
09.04	Pepper of the genus 'Piper'; pimento of the genus 'Capiscum' or the genus 'Pimenta':				
	Pepper of the genus *Piper:*				
90.04.01	Unground	lb.	Free	6%	10%
09.05.00	Vanilla	lb.	Free	6%	10%
09.06	Cinnamon and cinnamon-tree flowers:				
09.06.01	Unground	lb.	Free	6%	10%
09.07	Cloves (whole fruit, cloves and stems):				
09.07.01	Unground	lb.	Free	6%	10%
09.08	Nutmeg, mace and cardamoms:				
	Unground:				
19.08.02	Nutmeg and mace	lb.	Free	6%	10%
10.05.00	Maize per cental	centals	10c	20c	25c
11.04	Flours of the fruits falling within any heading in Chapter 8:				
11.04.01	Of almonds, coconuts and of other nuts per cental	centals	Free	$4·00	$5·00
12.01	Oil seeds and oleaginous fruit, whole or broken:				
12.01.40	Soya beans per cental	centals	16c	16c	20c
13.03	Vegetable saps and extracts, etc.:				
13.03.19	Other kinds	lb.	Free	20%	25%
15.10	Fatty acids; acid oils from refining; fatty alcohols:				
	Fatty acids:				
	Tall oil:				
15.10.12	As may be approved by the Minister and under such conditions as he may prescribe per cwt.	cwt.	Free	23c	46c
15.10.13	Other	cwt.	22½% Aul 18%	45%	55%
	Other kinds:				
15.10.14	As may be approved by the Minister and under such conditions as he may prescribe per cwt.	cwt.	Free	23c	46c
15.10.18	Other	cwt.	22½%	45%	55%
16.04	Prepared or preserved fish, including caviar and caviar substitutes:				
	Fish, preserved:				
	In airtight containers such as cans, jars and the like, whether or not with added liquor, oil or sauce:				
16.04.06	Sardines, sild, brisling per 100 lb.	lb.	$1·25 Aul Free	$1·91 S.A. $1·25	$2·50
17.01	Beet sugar and cane sugar, solid:				
	Raw sugars, that is to say, sugars of a polarization of less than 99°:				
17.01.19	Other than entered for manufacture by refining in a licensed manufacturing warehouse per cwt.	cwt.	74·4c	74·4c	93c
18.01	Cocoa beans, whole or broken, raw or roasted:				
18.01.01	Raw per 100 lb.	lb.	Free	32·8c	41c
20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:				
20.06.14‡	Prunes	lb.	8%	8%	50%
	‡Fruit preserved in juice or syrup containing more than 40% of proof spirit shall be charged $4·00 per gallon on such juice or syrup, in addition to the appropriate duty on the total value of the goods.				
21.02	Extracts, essences or concentrates, of coffee, tea or maté; preparations with a basis of those extracts, essences or concentrates:				
21.02.20	Of tea or maté	..	25½%	40%	50%
23.04	Oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils:				
23.04.01	Cotton seed meal and copra cake	cwt.	Free	16%	40%
23.07	Sweetened forage; other preparations of a kind used in animal feeding:				
23.07.09	Other	..	Free	16%	40%
27.07	Oils and other products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to this Chapter:				
27.07.03	Naphthalene, crude	cwt.	Free	24%	30%
27.12.00	Petroleum jelly	cwt.	17%	36%	45%

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
28.14	Halides, oxyhalides and other halogen compounds of non-metals:				
	Other than sulphur chloride:				
28.14.09	Non-gaseous	cwt.	Free	16%	25%
28.51.00	Isotopes and their compounds, inorganic or organic, whether or not chemically defined, other than isotopes and compounds falling within heading No. 28.50	..	Free	16%	25%
29.01	Hydrocarbons:				
29.01.22	Naphthalene, refined	cwt.	Free	24%	30%
29.14	Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:				
	Metallic salts of linoleic, oleic, palmitic and stearic acids:				
29.14.02	Sodium and potassium salts	..	25½% Aul 42½% Can 35%	52%	65%
29.14.09	Other kinds	..	Free	16%	25%
29.19.00	Phosphoric esters and their salts, including lactophosphates and their halogenated, sulphonated, nitrated or nitrosated derivatives	..	Free	16%	25%
29.21.00	Other esters of mineral acids (excluding halides) and their salts, and their halogenated, sulphonated, nitrated or nitrosated derivatives	..	Free	16%	25%
29.22	Amine-function compounds:				
29.22.09	Non-gaseous	..	Free	16%	25%
29.23	Single or complex oxygen-function amino-compounds:				
29.23.09	Other than glutamic acid: Monosidium glutamate when declared by a manufacturer for use by him only in the manufacture of foodstuffs	lb.	Free	16%	25%
29.24	Quarternary ammonium salts and hydroxides; lecithins and other phosphoaminolipins:				
29.24.09	Other than choline; acetylcholine; animal lecithins; vegetable lecithins	..	Free	16%	25%
29.25	Amide-function compounds:				
29.25.09	Other than urea	cwt.	Free	16%	25%
29.26	Imide-function compounds and imine-function compounds:				
29.26.09	Other than saccharin and other benzoicsulphimides and their salts . . . per oz.	oz.	Free	16%	25%
29.27.00	Nitrile-function compounds	..	Free	16%	25%
29.29.00	Organic derivatives of hydrazine or of hydroxylamine	..	Free	16%	25%
29.30.00	Compounds with other nitrogen-functions	..	Free	16%	25%
29.31.00	Organo-sulphur compounds	..	Free	16%	25%
29.33.00	Organo-mercury compounds	..	Free	16%	25%
29.34.00	Other organo-inorganic compounds	..	Free	20%	25%
29.35	Heterocyclic compounds; nucleic acids:				
29.35.09	Other than pyridine; stilboestrol furoate	gal.	Free	16%	25%
29.36.00	Sulphonamides	..	Free	16%	25%
29.37.00	Sultones and sultams	..	Free	16%	25%
29.44	Antibiotics:				
29.44.01	Penicillin	..	Free	16%	20%
32.07	Other colouring matter; inorganic products of a kind used as luminophores:				
32.07.19	Inorganic products of a kind used as luminophores	cwt.	Free	16%	25%
32.09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packings of a kind sold by retail:				
	Pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paints or enamel media:				
32.09.12	Lead paste	cwt.	Free	16%	20%
35.01	Casein, caseinates and other casein derivatives; casein glues:				
35.01.01	Casein, caseinates and other casein derivatives	lb.	Free	20%	25%
35.04	Peptones and other protein substances and their derivatives; hide powder, whether or not chromed:				
35.04.01	Peptones and other protein substances and their derivatives	lb.	Free	16%	25%
36.07	Ferro-cerium and other pyrophoric alloys in all forms:				
36.07.01	Prepared for use (for example, in mechanical lighters)	..	21% Can 35%	40%	60%
37.01	Photographic plates and film in the flat, sensitized, unexposed, of any material other than paper, paperboard or cloth:				
37.01.01	X-ray	..	Free	16%	25%
37.01.09	Other	..	Free	16%	25%
37.02	Film in rolls, sensitized, unexposed, perforated or not:				
37.02.01	Cinematograph	..	Free	16%	25%
37.02.02	X-ray	..	Free	16%	25%
37.02.09	Other	..	Free	16%	25%
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils:				
38.14.09	Other than anti-knock preparations	gal.	20%	36%	50%
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:				
38.19.27	Fusible ceramic firing testers	..	Free	16%	25%
39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):				
	Powder, granules, flakes, blocks, lumps and similar bulk forms:				
	Of polyethylene or polystyrene:				
39.02.12	As may be determined by the Minister	cwt.	25%* Aul 20%*	25%*	25%*
39.02.13	Other	cwt.	Free	Free	Free
	Other kinds:				
39.02.14	As may be determined by the Minister	cwt.	25%*	25%*	25%*
39.02.18	Other	cwt.	Free	Free	Free
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):				
	Tubes:				
39.04.49	Other than as may be determined by the Minister	cwt.	Free	16%	25%
44.15	Plywood, blockboard, laminboard, battenboard and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry:				
44.15.01	Plywood	sq. ft.	22½% Aul 19½%	51½%	55%
46.02	Plaiting materials bound together in parallel strands or woven in sheet form, including matting, mats and screens; straw envelopes for bottles:				
46.02.09	Other than floor coverings	sq. yd.	27½%	58%	65%
49.11	Other printed matter, including printed pictures and photographs:				
	Trade catalogues, price lists and colour cards, other kinds; handbills, circulars, programmes, playbills, printed posters, fashion plates:				
49.11.11	Travel brochures and leaflets . . . per 100 lb.	lb.	$5·00 Aul $4·00	..	$17·50
49.11.12	Other kinds . . . per 100 lb.	lb.	$5·00	..	$17·50
49.11.13	Calendars printed on material other than paper or paperboard	..	32½%	50%	65%
49.11.14	Cinema, concert, theatre, railway and other tickets; window transparencies	cwt.	32½%	50%	65%
49.11.15	Greeting and other printed cards, whether or not finished	doz.	32½%	50%	65%
49.11.19	Other	..	Free	..	Free
50.09	Woven fabrics of silk or of waste silk other than noil:				
	Other kinds:				
59.09.22	Wholly of silk	sq. yd.	Free	12%	17½%
50.09.29	Other	sq. yd.	Free	12%	15%
50.10	Woven fabrics of noil silk:				
	Other kinds:				

(Continued on next page)

NEW ZEALAND, *continued*

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
50.10.21	Wholly of noil silk	sq. yd.	Free	12%	17½%
50.10.29	Other	sq. yd.	Free	12%	15%
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:				
	Other kinds:				
51.04.63	Linings	sq. yd.	Free	12%	15%
57.04.69	Other than tyrecord fabrics	sq. yd.	Free	12%	15%
55.07	Cotton gauze:				
	Other kinds than unbleached, not mercerized:				
55.07.21	Wholly of cotton or wholly of cotton and linen	sq. yd.	Free	13%	15%
55.07.29	Other	sq. yd.	Free	12%	15%
55.08	Terry towelling and similar terry fabrics, of cotton:				
	Other kinds than unbleached, not mercerized:				
	Other than assembled by sewing, gumming or otherwise:				
55.08.38	Wholly of cotton or wholly of cotton and linen	sq. yd.	Free	13%	15%
55.08.39	Other kinds	sq. yd.	Free	12%	15%
55.09	Other woven fabrics of cotton				
	Other kinds				
	Other				
	Other kinds				
	Fabrics suitable for the manufacture of apparel:				
	Flannelette, winceyette, diaper cloth:				
	Wholly of cotton or wholly of cotton and linen:				
55.09.53	Bleached	sq. yd.	Free	..	15%
55.09.61	Dyed	sq. yd.	Free	13%	15%
55.09.62	Printed	sq. yd.	Free	13%	15%
	Other than wholly of cotton or wholly or cotton and linen:				
55.09.63	Bleached	sq. yd.	Free	..	15%
55.09.72	Dyed	sq. yd.	Free	12%	15%
55.09.73	Printed	sq. yd.	Free	12%	15%
	Other kinds:				
	Wholly of cotton or wholly of cotton and linen:				
55.09.74	Bleached	sq. yd.	Free	13%	15%
55.09.75	Dyed	sq. yd.	Free	13%	15%
55.09.76	Printed	sq. yd.	Free	13%	15%
	Other than wholly of cotton or wholly of cotton and linen:				
55.09.77	Bleached	sq. yd.	Free	12%	15%
55.09.78	Dyed	sq. yd.	Free	12%	15%
55.09.81	Printed	sq. yd.	Free	12%	15%
	Furnishing fabrics and fabrics for household use:				
	Wholly of cotton or wholly of cotton and linen:				
59.09.82	Bleached	sq. yd.	Free	13%	15%
55.09.83	Dyed	sq. yd.	Free	13%	15%
55.09.84	Printed	sq. yd.	Free	13%	15%
	Other than wholly of cotton or wholly of cotton and linen:				
55.09.85	Bleached	sq. yd.	Free	12%	15%
55.09.86	Dyed	sq. yd.	Free	12%	15%
55.09.87	Printed	sq. yd.	Free	12%	15%
	Other:				
55.09.88	Wholly of cotton or wholly of cotton and linen	sq. yd.	Free	13%	15%
55.09.89	Other than wholly of cotton or wholly of cotton and linen	sq. yd.	Free	12%	15%
56.07	Woven fabrics of man-made fibres (discontinuous or waste):				
	Not containing sheep's or lambs' wool or fine animal hair:				
	Weighing not more than 5½ oz./yd.^{2}:				
56.07.37	Tickings	sq. yd.	Free	12%	20%
57.09	Woven fabrics of true hemp:				
57.09.09	Other than assembled by sewing, gumming or otherwise	sq. yd.	Free	12%	15%
57.11	Woven fabrics of other vegetable textile fibres:				
57.11.09	Other	sq. yd.	Free	12%	15%
58.04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 55.08 and fabrics falling within heading No. 58.05):				
	Of cotton				
	Other cotton fabrics				
	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.^{1}:				
58.04.15	Corduroy	sq. yd.	32½%	44½%	60%
58.04.17	Velveteens and velours	sq. yd.	32½%	44½%	60%
58,08,00	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), plain	..	Free	16%	40%
58.10.00	Embroidery, in the piece, in strips or in motifs	..	19½% Aul 13½%	34%	60%
59.07	Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar fabrics for hat foundations and similar uses:				
	Buckram and similar fabrics:				
59.07.11	Wholly of cotton or linen or of combinations of cotton and linen	sq. yd.	Free	13%	25%
59.07.12	Other	sq. yd.	Free	12%	25%
	Other kinds:				
59.07.18	Wholly of cotton or linen or of combinations of cotton and linen	..	Free	13%	25%
59.07.19	Other	..	Free	12%	25%
59.15	Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials:				
59.15.09	Other than with couplings or other fittings attached	..	Free	16%	25%
59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant:				
59.17.02	Bobs or wheels, polishing or scouring, of felt or in which the material of chief value is felt; straining cloths for filter bags	sq. yd.	20% Aul 18%	36%	60%
59.17.03	Woven textile felts of a kind commonly used in papermaking	..	20% Aul Free	36%	60%
59.17.08	Other than bolting cloth	..	20%	36%	60%
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:				
	Cardigans, jumpers, jerseys, pullovers and the like:				
60.05.03	Of sizes not exceeding 32 in. chest measurement	No.	32½% Aul } 45% Can } *or*†	74% *or*†	80% *or*†
60.05.04	*each*	No.	40c Aul } 40c Can }	40c *plus* 41½%	40c *plus* 47½%
60.05.05	Other sizes	No.	32½% Aul } 45% Can } *or*†	74% *or*†	80% *or*†
65.05.06	*each*	No.	75c Aul } 75c Can }	75c *plus* 41½%	75c *plus* 47½%
60.05.19	Various garments	No.	32½% Aul } 45% Can }	74%	80%
61.01.19	Various men's and boys' outer garments	No.	32½% Aul } 45% Can }	74%	80%
65.05	Hats and other headgear (including hair nets), knitted or crocheted, or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed:				

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
65.05.01	Hair nets	gross	32½% Aul } 42½% Can }	71%	75%
66.03	Parts, fittings, trimmings and accessories of articles falling within heading No. 66.01 or 66.02:				
66.03.01	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	..	Free
	Other:				
56.03.02	For the umbrellas and sunshades of heading No. 66.01	..	24½%	48%	60%
67.04	Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair (including hair nets):				
	Other articles of human hair:				
67.04.02	Hair nets	gross	32½% Aul 19½% Can 42½%	71%	75%
68.04.00	Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, trueing and cutting wheels, heads, discs and points), of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks; segments and other finished parts of such stones and wheels, of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery	..	Free	16%	25%
69.09	Laboratory, chemical or industrial wares; troughs, tubs and similar receptacles of a kind used in agriculture; pots, jars and similar articles of a kind commonly used for the conveyance or packing of goods:				
69.09.01	Laboratory, chemical or industrial wares	..	Free	16%	25%
69.13	Statuettes and other ornaments, and articles of personal adornment; articles of furniture:				
69.13.02	Bedside and table lamps	..	32½%	56%	60%
70.14	Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass:				
	Optical elements:				
70.14.08	Magnifying glasses	cwt.	Free	15%	25%
70.17.00	Laboratory, hygienic and pharmaceutical glassware, whether or not graduated or calibrated; glass ampoules	..	Free	16%	25%
70.21	Other articles of glass:				
70.21.02	Gauge glasses	..	Free	16%	25%
71.01.00	Pearls, unworked or worked, but not mounted, set or strung (except ungraded pearls temporarily strung for convenience of transport)	..	4% Aul Free	4%	5%
71.03.00	Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport)	..	5% Aul 4%	..	5%
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spike and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper:				
	Spiked cramps, studs, spikes:				
73.31.12	Dog spikes and deckspikes	cwt.	Free	16%	25%
73.33	Needles for hand sewing (including embroidery), hand carpet needles and hand knitting needles, bodkins, crochet hooks, and the like, and embroidery stilettos, of iron or steel, including blanks:				
73.33.09	Other than needles for hand sewing, hand knitting needles, hand kintting pins and crochet hooks	..	Free	14%	30%
73.40	Other articles of iron or steel:				
	Fittings for ships, boats and other vessels:				
73.40.61	Boom straps, Highfield levers, hoist yokes, mast bands, mast hounds, spinnaker pole ends, spreader sockets, stay adjusters and tiller extensions of stainless steel, splash lubricated fishing rollers	..	25%	50%	60%
73.40.69	Other	..	25% Aul 20%	50%	60%
75.02	Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire:				
75.02.09	Wire	cwt.	Free	8%	12½%
81.04	Other base metals, unwrought or wrought, and articles thereof; cermets, unwrought or wrought, and articles thereof:				
	Antimony:				
81.04.23	Articles	..	25% Aul 15% Can 35%	44%	60%
82.03	Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps:				
	Pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like:				
82.03.05	Other than bolt croppers and the like, tinmen's snips, tweezers, pliers, animal-marking; pliers for use in attaching clips, tags, rings and the like to animals	doz.	Free	14%	30%
82.05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw:				
82.04.16	Anvils	..	Free	16%	25%
82.04.21	Portable forges	..	Free	16%	25%
82.08	Coffee-mills, mincers, juice-extractors and other mechanical appliances, of a weight not exceeding 10 kg. and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink:				
82.08.01	Coffee-mills, spice mills and other mills; food chopping and mincing machines and machines and appliances for like purposes; juice-extracters, mechanical; can openers and sealers not having the character of hand tools	..	Free	16%	25%
82.11	Razors and razor blades (including razor blade blanks, whether or not in strips):				
82.11.01	Safety razors	doz.	16% Can 30%	32%	60%
82.11.03	Safety razor blades	gross	20% Aul Free Can 30%	40%	60%
82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06:				
82.09.04	Kitchen and table	doz.	22½% Aul 2[illegible]% Can 27½%	47½%	60%
84.06	Internal combustion piston engines:				
	Vehicle engines:				
84.06.25	Suited for use on cycles when declared that they will be so used	No.	12½%	28½%	50%
84.06.27	Other than for cycles or tractors	No.	Free	20%	25%
84.06.36	Parts of engines: Governors	No.	Free	16%	25%
84.07	Hydraulic engines and motors (including water wheels and water turbines):				
84.07.09	Parts	..	Free	12%	25%
84.08	Other engines and motors:				
	Other kinds:				
84.08.20	Gas turbines	..	Free	16%	25%
84.08.30	Other	..	Free	16%	25%
84.11	Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like:				
84.11.02	Ammonia gas compressors	..	7% Aul Free	20%	25%
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical:				
84.17.29	Other	..	32½% Aul } 40% Can }	56%	60%
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines:				
84.19.09	Machinery for aerating beverages	..	Free	16%	25%
84.19.19	Certain other types of machine	..	25% Aul 15% Can 35%	57%	65%
84.20.29	Weighing machine weights of all kinds	..	Free	16%	30%

(*Continued on next page*)

NEW ZEALAND, *continued*

Number	Description	Unit	Rates of duty: British Preferential	Rates of duty: Most Favoured Nation	Rates of duty: General Tariff
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23:				
	Cranes, hoists, winches and capstans:				
84.22.11	Tower cranes	cwt.	25% Aul 28% Can 35%	50%	60%
84.22.12	Other	cwt.	25% Aul } 35% Can }	50%	60%
	Jacks:				
84.22.13	Portable, but not including timber jacks	cwt.	Free	17½%	30%
84.22.14	Other	cwt.	25% Aul } 35% Can }	..	60%
84.22.15	Conveyors and elevators	cwt.	25% Aul } 35% Can }	..	60%
84.22.19	Other	cwt.	25% Aul } 35% Can }	..	60%
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationery or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-cutters; snowploughs, not self-propelled (including snowplough attachments):				
84.23.14	Pile-drivers	No.	25% Aul } 35% Can }	56%	60%
84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertilizer distributors); lawn and sports ground rollers:				
	Cultivators:				
	Rotary hoes and rotary tillers:				
84.24.11	Motorized but hand-propelled	No.	10% Aul 8% Can 35%	..	40%
84.24.12	Parts	..	10% Aul 8% Can 35%	..	40%
84.24.13	Other rotary hoes and rotary tillers	No.	10% Aul 8% Can 35%	..	40%
84.24.14	Parts	..	10% Aul 8% Can 35%	..	40%
	Other:				
	Other kinds:				
	Stone-removing machines:				
84.24.93	As may be determined by the Minister	cwt.	20%* Aul 16%*	..	20%*
84.24.94	Other	cwt.	Free	Free	Free
	Other kinds:				
84.24.97	As may be determined by the Minister	cwt.	20%*	..	20%*
84.24.98	Other	cwt.	Free	Free	Free
84.29.00	Machinery of a kind used in the bread grain milling industry, and other machinery (other than farm type machinery) for the working of cereals or dried leguminous vegetables	cwt.	25% Can 35%	56%	60%
84.30	Machinery, not falling within any other heading of this Chapter, of a kind used in the following food or drink industries: bakery, confectionery, chocolate manufacture, macaroni, ravioli or similar cereal food manufacture, the preparation of meat, fish, fruit or vegetables (including mincing or slicing machines), sugar manufacture or brewing:				
84.30.05	Fruit and vegetable preparing	cwt.	25% Aul } 35% Can }	54%	60%
84.31.00	Machinery for making or finishing cellulosic pulp, paper or paperboard	cwt.	Free	16%	25%
84.45	Machine-tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50:				
	Band saws:				
84.45.21	As may be determined by the Minister	cwt.	25%* Aul 20%*	45%*	55%*
84.45.22	Other	cwt.	Free	20%	25%
	Wire-drawing machines:				
84.45.23	As may be determined by the Minister	cwt.	25%* Aul 20%*	45%*	55%*
84.45.24	Other	cwt.	Free	20%	25%
	Other kinds:				
84.45.25	As may be determined by the Minister	cwt.	25%*	45%*	55%*
	Other:				
84.45.26	Lathes	cwt.	Free	20%	25%
84.45.27	Drilling machines	cwt.	Free	20%	25%
84.45.28	Milling Machines	cwt.	Free	16%	25%
84.45.31	Grinding machines	cwt.	Free	20%	25%
84.45.39	Other kinds	cwt.	Free	20%	25%
84.46.00	Machine-tools for working stone, ceramics, concrete, asbestos-cement and like mineral materials or for working glass in the cold, other than machines falling within heading No. 84.49	..	Free	16%	25%
84.51	Typewriters, other than typewriters incorporating calculating mechanisms; cheque-writing machines:				
84.51.09	Cheque-writing machines	..	Free	12%	25%
84.54	Other office machines (for example, hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating and stapling machines):				
84.54.02	Addressing machines	No.	Free	16%	25%
84.56.07	Machines for forming foundry moulds of sand	cwt.	Free	16%	25%
84.59	Machinery and mechanical appliances (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter:				
84.59.19	Parts of nuclear reactors	..	Free	16%	25%
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings:				
	Pulley blocks:				
84.63.06	Other than of wood	No.	Free	16%	25%
84.63.09	Other kinds	..	25% Aul } 35% Can }	54%	60%
85.02	Electro-magnets; permanent magnets and articles of special materials for permanent magnets, being blanks of such magnets; electro-magnetic and permanent magnet chucks, clamps, vices and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads:				
85.02.04	Electro-magnetic clutches and couplings	No.	Free	16%	25%
85.02.05	Electro-magnetic brakes	No.	Free	16%	25%
85.05	Tools for working in the hand, with self-contained electric motor:				
85.05.05	Textile cutters	No.	Free	16%	25%
85.09	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles:				
	Lighting and signalling equipment:				
85.09.01	Dynamos or generators for bicycles	..	Free	16%	25%

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
85.14	Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers:				
	Audio-frequency electric amplifiers:				
85.14.04	As may be determined by the Minister	No.	25%* Aul 20%	45%*	55%*
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:				
	High-fidelity tuning units:				
85.15.43	As may be determined by the Minister	..	25%* Aul 20%*	45%*	55%*
85.15.44	Other	..	Free	20%	25%
	Other kinds:				
85.15.45	As may be determined by the Minister	..	25%*	45%*	55%*
85.15.46	Other	..	Free	20%	25%
	Television translators:				
85.15.51	As may be determined by the Minister	..	25%* Aul 20%*	45%*	55%*
85.15.52	Other	..	Free	20%	25%
	Certain other apparatus of this heading:				
85.15.68	As may be determined by the Minister	..	25%*	45%*	55%*
85.15.59	Other	..	Free	20%	25%
85.19	Electrical apparatus for making and breaking electrical circuits, etc.:				
	Apparatus for making connections to or in electrical circuits:				
	Lampholders:				
85.19.31	Specially designed for use on vehicles	..	7%	20%	35%
85.21	Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas-filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals:				
	Thermionic, cold cathode and photo-cathode valves and tubes:				
85.21.03	Other cathode-ray tubes than rectifying valves and tubes, television picture tubes	No.	Free	16%	30%
	Other valves and tubes:				
85.21.05	Other than not exceeding 50 watts anode dissipation	No.	Free	16%	30%
85.21.06	Photocells	No.	Free	16%	30%
85.21.08	Mounted piezo-electric crystals	No.	Free	16%	30%
85.21.11	Parts of television picture tubes	..	Free	16%	30%
85.21.12	Parts of the valves and tubes of items 85.21.01 and 85.21.03 to 85.21.05	..	Free	20%	30%
85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter:				
85.22.22	Metal detectors	..	25% Aul 20%	45%	55%
85.22.28	Other than particle accelerators, electric fence controllers	..	25%	45%	55%
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors:				
	Wire and cable:				
85.23.02	Co-axial	cwt.	Free	16%	25%
86.10.00	Railway and tramway track fixtures and fittings; mechanical equipment, not electrically powered, for signalling to or controlling road, rail or other vehicles, ships or aircraft; parts of the foregoing fixtures, fittings or equipment	cwt.	Free	16%	25%
88.01	Balloons and airships:				
88.01.01	Meteorological balloons	No.	Free	16%	25%
90.01	Lenses, prisms, mirrors and other optical elements, of any material, unmounted, other than such elements of glass not optically worked; sheets or plates, of polarizing material:				
	Other optical elements than lenses and prisms, mirrors:				
90.01.05	Photographic colour filters	..	12% Aul 9%	28%	55%
90.01.08	Other than polarizing elements for spectacles, plates or discs with plane or plane-parallel faces	..	Free	15%	25%
90.02	Lenses, prisms, mirrors and other optical elements, of any material, mounted, being parts of or fittings for instruments or apparatus, other than such elements of glass not optically worked:				
90.02.02	Photographic colour filters	..	12%	28%	55%
90.05	Refracting telescopes (monocular and binocular), prismatic or not:				
90.05.01	Binoculars	..	19% Can 32½%	38%	65%
90.05.09	Other	..	Free	16%	25%
90.06.00	Astronomical instruments (for example, reflecting telescopes, transit instruments and equatorial telescopes), and mountings therefor, but not including instruments for radio-astronomy	..	Free	16%	25%
90.07	Photographic cameras; photographic flashlight apparatus:				
	Photographic cameras:				
90.07.11	Studio types, non-portable	No.	Free	19%	25%
90.07.12	Micro-filming	No.	Free	16%	25%
90.07.13	Photo-process engravers'	No.	Free	16%	25%
90.07.14	Other	No.	12% Aul 9%	28%	55%
	Photographic flashlight apparatus:				
90.07.15	Portable	No.	21% Aul 16½%	34%	60%
90.07.16	Non-portable	No.	Free	20%	25%
	Parts or accessories for use with photographic cameras and photographic flashlight apparatus:				
90.07.17	Camera stands and tripods exceeding 4 lb. weight	No.	Free	18%	25%
90.07.19	Other	..	The rates applicable to the cameras or apparatus for which the parts or accessories have been designed but not exceeding:		
			12% Aul 9%	28%	55%
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles:				
	Cameras; cameras and sound recorders, combined:				
90.08.01	35 mm.	No.	Free	16%	25%
90.08.02	Other	No.	12% Aul 12%	28%	55%
	Projectors; projectors and sound reproducers, combined:				
90.08.04	Other than 16 mm.	No.	16% Aul Free	32%	50%
90.09	Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers:				
	Image projectors:				
90.09.01	Microfilm printing projectors	No.	Free	16%	25%
90.09.04	Other	..	20% Aul Free	40%	50%
	Photographic enlargers and reducers:				
90.09.05	For negatives of quarter-plate size or larger	No.	Free	20%	25%
90.09.06	Other	No.	16%	32%	55%
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this Chapter; photo-copying apparatus (contact type); spools or reels, for film; screens for projectors:				
90.10.01	Film measuring apparatus and footage counters	..	Free	16%	25%
90.10.09	Other than film rewinders, screens for projectors	..	16% Aul 12%	32%	55%
90.11.00	Microscopes and diffraction apparatus, electron and proton	..	Free	16%	25%
90.12.00	Compound optical microscopes, whether or not provided with means for photographing or projecting the image	..	Free	16%	25%
90.13	Optical appliances and instruments (but not including lighting appliances other than searchlights or spotlights), not falling within any other heading of this Chapter:				
90.13.01	Transparency slide viewers	..	25% Aul Free	50%	60%

(*Continued on next page*)

NEW ZEALAND, *continued*

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
90.13.02	Stereoscopes	..	21% Aul 15% Can 35%	40%	60%
90.13.09	Other than mirrors, glass, mounted, optically worked, searchlights or spotlights	..	Free	16%	25%
90.14	Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; rangefinders:				
90.14.01	Automatic pilots for aircraft	..	Free	8%	10%
90.17	Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments):				
90.17.10	Electro-medical apparatus	..	Free	12%	25%
90.18	Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators):				
90.18.01	Vibratory massage machines	No.	20% Aul 15%	36%	50%
	Breathing appliances:				
90.18.04	Other than specially suited for protection against smoke or poisonous gases	No.	Free	16%	25%
90.20	Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like:				
90.20.01	X-ray generators	No.	Free	16%	25%
90.22.00	Machines and appliances for testing mechanically the hardness, strength, compressibility, elasticity and the like properties of industrial materials (for example, metals, wood, textiles, paper or plastics)	..	Free	16%	25%
90.23.00	Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not; any combination of these instruments	..	Free	15%	25%
90.27	Revolution counters, production counters, taximeters, mileometers, pedometers and the like, speed indicators (including magnetic speed indicators) and tachometers (other than articles falling within heading No. 90.14); stroboscopes:				
90.27.09	Other than billiards meters, taximeters	..	Free	15%	25%
91.03	Instrument panel clocks and clocks of a similar type, for vehicles, aircraft or vessels:				
91.03.09	Other than vehicle chronographs	No.	12% Aul 12%	28%	45%
91.04	Other clocks:				
91.04.01	Chronometers	No.	Free	16%	25%
91.04.09	Other than electric clocks	No.	12%	28%	45%
91.05	Time of day recording apparatus; apparatus with clock or watch movement (including secondary movement) or with synchronous motor, for measuring, recording or otherwise indicating intervals of time:				
91.05.01	Time registers, time recorders, watchmen's tell-tales	No.	Free	16%	45%
91.05.02	Pigeon timers	No.	Free	..	Free
01.05.09	Other	No.	Free	28%	45%
91.06	Time switches with clock or watch movement (including secondary movement) or with synchronous motor	No.	12% Aul 9%	16%	25%
91.08	Clock movements, assembled	No.	12%	28%	45%
92.01	Pianos (including automatic pianos, whether or not with keyboards); harpsichords and other keyboard stringed instruments; harps but not including aeolian harps:				
92.01.01	Pianos	No.	Free	16%	45%
92.02	Other string musical instruments:				
92.02.19	Other than played by plucking; played with a bow	No.	Free	16%	45%
92.03	Pipe and reed organs, including harmoniums and the like:				
92.03.02	Other than pipe organs	No.	Free	16%	45%
92.05	Other wind musical instruments	..	Free	16%	45%
92.06	Percussion musical instruments (for example, drums, xylophones, cymbals, castanets)	..	Free	16%	45%
92.08	Musical instruments not falling within any other heading of this Chapter (for example, fairground organs, mechanical street organs, musical boxes, musical saws); mechanical singing birds; decoy calls and effects of all kinds; mouth-blown sound signalling instruments (for example, whistles and boatswains' pipes):				
92.08.01	Musical boxes; mechanical singing birds	No.	26%	42%	65%
92.08.02	Decoy calls and effects of all kinds; mouth-blown sound signalling instruments (for example, whistles and boatswains' pipes)	No.	26%	42%	65%
92.08.09	Other	No.	Free	16%	45%
92.10	Parts and accessories of musical instruments (other than strings), including perforated music rolls and mechanisms for boxes; metronomes, tuning forks and pitch pipes of all kinds:				
	Tuning forks:				
92.10.04	Other than for testing hearing	No.	Free	16%	25%
92.10.05	Pitch pipes	No.	Free	16%	45%
92.13	Other parts and accessories of apparatus falling within heading No. 92.11:				
	Other kinds:				
92.13.04	Needles; sapphies or diamonds whether or not mounted	..	Free	16%	25%
93.04	Other firearms, including Very light pistols, pistols and revolvers for firing blank ammunition only, line-throwing guns and the like:				
93.04.01	Rifles, ·22 calibre	No.	Free	16%	25%
93.04.03	Rifles, 7·62 mm. calibre which chamber 7·62 mm. NATO cartridges and the sporting equivalent of such cartridges	No.	Free	16%	25%
93.04.04	Shotguns	No.	18% Aul 18%	34%	50%
93.05	Arms of other descriptions, including air, spring and similar pistols, rifles and guns:				
93.05.01	Air rifles and air pistols	No.	21%	40%	65%
97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading No. 97.04):				
97.06.11	Ice axes	Doz.	Free	14%	30%
98.03	Fountain pens, stylographs pens and pencils (including ball point pens and pencils) and other pens, pen-holders, pencil-holders and similar holders, propelling pencils and sliding pencils; parts and fittings thereof, other than those falling within heading No. 98.04 or 98.05:				
98.03.01	Fountain pens (except ball point pens)	Doz.	18% Can 30%	40%	60%
98.03.03	Propelling and sliding pencils	Doz.	18% Can 30%	40%	60%
98.03.04	Pen-holders, pencil-holders and similar holders	Doz.	18% Can 30%	40%	60%
98.03.06	Other pens and pencils	Doz.	18% Can 30%	40%	60%
	Parts and fittings of the goods of items 98.03.01 to 98.03.06:				
98.03.19	Other than refills for ball point pens and pencils; parts of ballpoint pens	..	18% Can 30%	40%	60%
98.04	Pen nibs and nib points:				
98.04.01	Fountain pen nibs	Doz.	18% Can 30%	40%	60%
98.05	Pencils (other than pencils of heading No. 98.03), pencil leads, slate pencils, crayons and pastels, drawing charcoals and writing and drawing chalks; tailors' and billiards chalks:				
	Pencils:				
98.05.03	Other than carpenters', slate	Gross	18% Aul 12% Can 30%	40%	60%
98.05.19	Billiards chalks	Doz.	21% Aul 15%	40%	65%
98.10	Mechanical lighters and similar lighters, including chemical and electrical lighters, and parts thereof, excluding flints and wicks:				
98.10.01	Smokers' lighters	No.	25% Can 35%	44%	60%
98.10.09	Parts of lighters	..	21% Can 35%	40%	60%

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
98.15	Vacuum flasks and other vacuum vessels, complete with cases; parts thereof, other than glass inners:				
98.15.01	Vacuum flasks and other vacuum vessels, complete with cases	Doz.	16%	32%	60%
99.15.09	Parts thereof, other than glass inners	..	16%	32%	60%

*Or such lower rate of duty as the Minister may in any case direct.

Any inquiries about this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

AUSTRALIA

Tariff changes on vegetable fats and oils

DETAILS are given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on December 23, 1968.

Amendments of Part II of the first schedule to the Customs Tariff, 1966-1968

Tariff item	Goods	Rate of Duty	
		General	Preferential
	1. Omit sub-items 12.01.1, 12.01.2 and 12.01.3, insert the following sub-item:		
12.01.1	Ground-nuts (peanuts) and ground-nut kernels	$0·067 per lb.	$0·042 per lb.
	2. Omit notes 5 and 6 to Chapter 15.		
	3. Omit item 15.07, insert the following item:		
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
15.07.1	Japan wax; myrtle wax; vegetable tallows; oils, not being mixtures of oils, as follows: (a) almond oil; (b) apricot kernel oil; (c) avocado oil; (d) babassu oil; (e) coconut oil; (f) oiticica oil; (g) palm kernel oil; (h) palm oil; (i) pumpkin seed oil; (j) sesame oil; (k) tung oil; (l) walnut oil; (m) wheat germ oil	Free	Free
15.07.2	Castor oil	$0·044 per gal.	Free
15.07.3	Olive oil	$0·04 per gal.	$0·35 per gal.
15.07.4	Mixtures of oils consisting wholly of oils of types falling within sub-item 15.07.1	Free	Free
15.07.9	Other:		
15.07.91	Maize oil; peanut oil; soya bean oil	$0·40 per gal.	$0·267 per gal.
15.07.99	Other	$0·40 per gal.	$0·40 per gal.
	4. Omit item 15.08, insert the following item:		
15.08	Animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized, blown or polymerized by heat in vacuum or in inert gas, or otherwise modified:		
15.08.1	Epoxidized vegetable oils	40%	40%, less $0·017 per gal.
15.08.9	Other:		
15.08.91	Linseed oil; rapeseed oil	$0·40 per gal.	$0·40 per gal.
15.08.92	Safflower seed oil; soya bean oil	$0·40 per gal.	$0·383 per gal.
15.08.93	Castor oil, dehydrated	$0·044 per gal.	Free
15.08.99	Other:		
15.08.991	Vegetable paint oils	Free	Free
15.08.999	Other	$0·025 per gal.	Free
	5. Omit item 15.12, insert the following item:		
15.12	Animal or vegetable oils and fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not further prepared	$0·008 per lb.	Free

Prohibition of imports of hay, chaff and straw

THE AUSTRALIAN Minister for Health has announced that, from December 19, 1968, hay, chaff or straw (including hay, chaff or straw used as packing for other goods) are prohibited from importation under the provisions of Quarantine Proclamation 62P unless the permission of the Director of Quarantine to import the hay, chaff or straw has been obtained.

(AUSTRALIA, *continued on next page*)

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AUSTRALIA, *continued*

Tariff Board inquiry: industrial chemicals and synthetic resins—review

WITH REFERENCE to the above Australian inquiry announced in last week's *Board of Trade Journal*, details of the tariff items concerned are given below:

Customs tariff 1966-1968	Goods
Sub-item 27.07.2	Phenol.
Sub-item 28.40.1	triSodium orthophosphate.
Item 28.54	Hydrogen peroxide.
Sub-item 29.01.2	Styrene.
Sub-item 29.02.1	Dichlorodiphenyltrichloroethane.
	o - Dichlorobenzene.
	p - Dichlorobenzene.
Sub-item 29.04.3	n - Butyl alcohol.
	Ethanediol.
Sub-item 29.06.1	Phenol.
	2, 2 - Di (p-hydroxyphenyl) propane.
Sub-item 29.08.2	Diethylene glycol.
	Ethylene glycol monomethyl ether.
	Ethylene glycol monoethyl ether.
	Ethylene glycol monobutyl ether.
	Triethylene glycol.
Sub-paragraph 29.14.211	n - Butyl acetate.
Sub-paragraph 29.14.212	Vinyl acetate.
Sub-item 29.15.1	Esters of phthalic acid other than diethyl phthalate or dimethyl phthalate; esters of isophthalic acid; esters of phthalic acid and isophthalic acid.
Sub-item 29.16.3	2, 4 - Dichlorophenoxyacetic acid and its salts and esters; esters of phthalic acid; esters of isophthalic acid; esters of phthalic acid and isolphthalic acid.
Sub-item 29.23.1	Triethanolamine.
Paragraph 34.04.11	Artificial waxes and prepared artificial waxes, wholly of or with a basis of polyethylene glycols.
Sub-item 38.11.2	Goods wholly of, or with a basis of: Dichlorodiphenyltrichloroethane. o - Dichlorobenzene. p - Dichlorobenzene. 2, 4 - Dichlorophenoxyacetic acid or its salts or esters.
Sub-item 38.19.4	Esters in which, and mixtures and preparations with, a basis of esters, in which: (a) the phthalic acid content; (b) the isophthalic acid content; or (c) the phthalic and isophthalic acid content, of the acid component is not less than 50 per cent by weight other than goods with a basis of diethyl phthalate, dimethyl phthalate, or diethyl phthalate and dimethyl phthalate.
Sub-item 38.19.7	Polyethylene glycols.
	Mixed ethanolamines.
Paragraph 38.19.99	Goods in which the constituent that gives the goods their essential character is a chemical or material described by name and tariff classification elsewhere in this Schedule or in the Second Schedule.
Paragraph 39.01.15	Condensation, polycondensation and polyaddition products of polyethylene glycols.
Paragraph 39.02.12	Polymerizatioh and copolymerization products of the ethylene type.
Paragraph 39.02.13	Styrene - rubber copolymers; mixtures of polystyrene and rubber; other polymerization and copolymerization products of the styrene type.
Sub-paragraph 39.02.151	Polymerization and copolymerization products of vinyl chloride.
Paragraph 40.01.41	Natural rubber latex with added synthetic rubber latex, of polybutadiene, of polybutadienestyrene, or of polybutadiene and polybutadiene-styrene - with a basis of polybutadiene: (1) Oil extended; (2) other than oil extended. Other: (1) Oil extended; (2) other than oil extended.
Paragraph 40.02.92	Synthetic rubber latex, pre-vulcanized synthetic rubber latex, synthetic rubber, of polybutadiene, of polybutadiene-styrene or of polybutadiene and polybutadiene-styrene - with a basis of polybutadiene: (1) Oil extended; (2) other than oil extended. Other: (1) Oil extended; (2) other than oil extended.
Paragraph 40.05.92	Unvulcanized rubber, of polybutadiene, of polybutadiene-styrene, or of polybutadiene and polybutadiene-styrene - with a basis of polybutadiene: (1) Oil extended, containing 30 per cent or more by weight of carbon black; (2) other than oil extended, containing 30 per cent or more by weight of carbon black; (3) oil extended, containing less than 30 per cent by weight of carbon black; (4) other than oil extended, containing less than 30 per cent by weight of carbon black. Other: (1) Oil extended, containing 30 per cent or more by weight of carbon black; (2) other than oil extended, containing 30 per cent or more by weight of carbon black; (3) oil extended, containing less than 30 per cent by weight of carbon black; (4) other than oil extended, containing less than 30 per cent by weight of carbon black.
Paragraph 40.06.92	Unvulcanized natural or synthetic rubber (including rubber latex) of polybutadiene, of polybutadiene-styrene, or of polybutadiene and polybutadiene-styrene, in solutions, dispersions or other forms or states, other than solutions in organic solvents, rods, tubes or profile shapes - of polybutadiene: (1) Oil extended, containing 30 per cent or more by weight of carbon black; (2) other than oil extended, containing 30 per cent or more by weight of carbon black; (3) oil extended, containing less than 30 per cent by weight of carbon black. (4) other than oil extended, containing less than 30 per cent by by weight of carbon black. Other: (1) Oil extended, containing 30 per cent or more by weight of carbon black; (2) other than oil extended, containing 30 per cent or more by weight of carbon black; (3) oil extended, containing less than 30 per cent by weight of carbon black; (4) other than oil extended, containing less than 30 per cent by weight of carbon black.
Chapter 28 29 31	Materials being, or principally used as, nitrogenous fertilizers falling within these Chapters.
Sub-paragraph 39.03.13	Cellulose acetate flake.

Note:

In last week's notice the date by which United Kingdom interests should notify the Board of Trade (Commercial Relations and Exports Department) of their intention to tender evidence was given as January 9. This should have read **January 29.**

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MALAYSIA

Tariff Advisory Board and import restrictions

THE BOARD OF TRADE have been informed by cable that the Malaysian Tariff Advisory Board is to hold a further series of public inquiries in early March to consider the appropriate rates of duty in Malaysia on wooden ice-cream sticks and spoons, toothpicks, incandescent lamps, aluminium sulphate, sodium silicate, imitation and PVC leather, power tillers, air conditioners, aluminium doors, cotton towels, bed linen, and handkerchiefs.

Evidence at these inquiries may be given orally or in writing. It is preferable that evidence be given in writing. All witnesses will be required to present their oral evidence on oath, and all written evidence will be required to be verified on oath or by statutory declaration.

Persons or companies who wish to give evidence concerning any of the above commodities are requested to notify the Tariff Advisory Board, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, of their intention as soon as possible. They will then be suppiled with 'Notes for the Guidance of Witnesses' to assist them in the preparation of their evidence. Nine typewritten copies of evidence must reach the Tariff Advisory Board not later than February 10, 1969.

At the same time, about 50 commodities, including the above items, have been put on quantitative restriction with effect from January 9, 1969. Further details of these restrictions will be published when available.

Inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 16089/G,

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JAMAICA

Industrial Incentives Law, 1956: 'approved products'

THE FOLLOWING products have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956:

(I) Carpeting and rugs, woven from natural and/or synthetic yarn;

(II) Wheelbarrows for industrial and domestic use.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journals* dated October 4 and August 2, pages 953 and 358 respectively.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

GUYANA

Import licensing arrangements

THE SCHEDULE of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the addition of the following new item:

'599-01 Synthetic plastic material in sheets and tubes.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

BRAZIL

Minimum values for imported cars

HM EMBASSY at Rio de Janeiro report that the minimum values (in United States dollars c.i.f.) for calculating the *ad valorem* tariff on private cars have been raised as follows:

Tariff No.	Description	Minimum value
87.03	Passenger cars, including sports cars, utility vans and station wagons:	
87.03 001	Weighing up to 800 kilos	$4,000
87.03 002	Weighing 800-1,100 kilos	$4,800
87.03 003	Over 1,100 kilos	$6,300

The customs duty on certain other luxury goods has been increased. A notice will be published in the *Board of Trade Journal* as soon as further details are available.

UNITED STATES

Motor vehicle safety standards: consumer information

THE *Board of Trade Journal* of December 27, 1968 gave notice of rulemaking proposed by the United States Federal Highway Administration for consumer information regulations.

The Federal Highway Administration has now extended the time for filing comments on certain aspects of the proposed regulations until March 10, 1969.

Further information on this subject can be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1957

Federal motor vehicle safety standards

THE UNITED STATES Federal Highway Administration has consolidated the standards for hydraulic brake fluids for use in motor vehicles hitherto issued under Public Law 83-637 and published in title 15 of the Code of Federal Regulations, part 6, by revoking the above section of CFR and by reissuing the standards without substantial amendment as Motor Vehicle Safety Standard No. 116.

In addition, the Federal Highway Administration has determined that in the interests of clarity and ease of reference, the Department of Commerce, National Bureau of Standards' requirements for seat belts for use in motor vehicles specified in title 15, part 9 of the Code of Federal Regulations should be incorporated into Motor Vehicle Safety Standard No. 209. Accordingly, the above part of the CFR has been deleted and Standard 209 amended by deleting paragraph S3 and by adding new paragraphs S3, S4 and S5.

These amendments became effective on January 4, 1969.

Further information about this notice may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Spray-type washing machines and drying machines and combinations thereof designed for washing and drying laboratory glassware.

(Ruling effective February 10, 1969)

The above information is contained in Canadian Department of National Revenue Memorandum D51-7-1 dated January 9, 1969.

(CANADA, *continued on next page*)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

British built midget racing cars, powered by single cylinder four stroke engines and capable of 60 mph in their fastest form, are playing an important part in the drive to boost British exports. Produced by Barnard Engineering Ltd., Trinity Trading Estate, Sittingbourne, Kent, the vehicles are being packed for export in batches of four by Export Packing Service Ltd., of Staplehurst Road, Sittingbourne. The cars use go-kart wheels and tyres, direct steering and adjustable governors to regulate the speed for different age groups. So far, EPS has packed 19 cars for America, 20 for Canada, six for Zambia and 10 for Arabia.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice	
49	Temporary importations: international co-operation.
77E	(Re-issued February 1966) purchase tax – exports.
104	Temporary importations and exportations under ATA and ECS Carnets.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Relief from Customs duty and purchase tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
SN6	Notice to passengers (exchange control and export licensing).
Exchange Control	Notice to Exporters Issue dated September 28, 1967. (Issued by HM Treasury – also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74	Notice to exporters. EFTA restrictions on drawback and export rebate.
74A	EFTA drawback; exception of EFTA goods re-exported to another country.
77M	British-made cars and motor cycles: tax free sales to tourists, etc.
131	Sugar Act, 1956. Sugar surcharge repayments and distribution repayments in respect of British manufactured composite goods. Procedure to be followed on a change in rate of surcharge or distribution payment.
172	Hydrocarbon oils: drawback of duty.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
251	Remission or repayment of the temporary charge on imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of rates of sugar surcharge, distribution payments and corresponding repayments.
432	Sugar Act, 1956. Surcharge. Distribution payments and corresponding repayments.
Export Rebates	
74	Notice to exporters. EFTA restrictions on drawback and export rebate.
435	Schedule of rates.
436	General outline of the scheme and procedure for claiming.
436A	Export rebates: termination.
437	Ships and aircraft.
439	Export rebate: goods exported after March 31, 1968, under pre-devaluation contracts.

CANADA, *continued*

Regulations relating to the new anti-dumping duty legislation

THE *Board of Trade Journal* dated November 15, 1968 (page 1376) contained an amendment about the draft regulations relating to Sections 9 and 10 of the draft Anti-dumping Bill.

The regulations have now been approved as from January 1 and include amendments to reflect the alterations that were made to the draft Bill before it was passed. In addition, some new regulations have been added to cover Sections 12, 13 and 18 of the new Act.

The full text of the regulations is set out below.

PC 1968-2349

REGULATIONS RELATING TO THE IMPOSITION OF ANTI-DUMPING DUTY

Short Title

1. These Regulations may be cited as the **Anti-dumping Regulations.**

Interpretation

2. In these Regulations 'Act' means the **Anti-dumping Act.**

3. The sales of like goods, the prices of which are used to compute the normal value of any goods, shall be those sales of goods that
   (a) are made to purchasers who are at the same or at substantially the same trade level as the importer, and
   (b) are in the same or substantially the same quantities as the sale of goods to the importer, or

in the event that the sale of goods are not in the same or substantially the same quantities in the country of export as the sale of goods to the importer, shall be those sales that,
   (c) if the quantity sold to the importer is larger than the largest quantity sold for home consumption, are in the largest quantity sold for home consumption, or
   (d) if the quantity sold to the importer is smaller than the smallest quantity sold for home consumption, are in the smallest quantity sold for home consumption.

4. (1) The normal value of any goods, as otherwise determined, may be adjusted by an allowance for quantity only if
   (a) the exporter in the six-month period immediately preceding the date of the sale to the importer has granted quantity discounts of at least the same magnitude with respect to 20 per cent or more of the total quantity of like goods sold for home consumption and such discount had been freely available to all purchasers; or
   (b) the Deputy Minister is satisfied that a quantity discount is warranted on the basis of savings specifically attributable to the quantities of the goods involved.

(2) Nothwithstanding subsection (1), where the quantity of goods sold to the importer in Canada was smaller than the smallest quantity of goods used in computing the normal value of the goods, the normal value of the goods, as otherwise determined, shall be increased by an allowance to an amount that, in the opinion of the Deputy Minister, reflects the price for which the smaller quantity would be sold for home consumption.

5. The normal value of any goods, as otherwise determined, may be adjusted by an allowance that, in the opinion of the Deputy Minister, reflects the value of any differences in quality, structure, design, material and any other difference between the like goods, the sales of which are used to compute the normal value, and the goods sold to the importer in Canada.

6. The normal value of any goods, as otherwise determined, may be adjusted by the deduction of an allowance on account of any deferred discounts granted by the exporter in connection with the goods purchased by the importer if
   (a) the discounts were shown on the invoice at the time of importation of the goods;
   (b) the discounts are not greater in percentage and not more favourable in terms than those granted generally by the exporter on the sales of like goods that are used in determining the normal value of the goods; and
   (c) the importer has provided the Deputy Minister with an undertaking that he will comply with the terms and conditions relating thereto.

7. The normal value of any goods, as otherwise determined, may be adjusted by deducting an allowance on account of a discount for cash if
   (a) the terms and conditions of the discount are set out on the invoice;
   (b) the discount is similar in percentage and terms with that granted generally by the exporter on the sales of like goods that are used in determining the normal value of the goods; and
   (c) the Deputy Minister is satisfied that the importer has earned or will earn the discount in accordance with the terms and conditions relating thereto.

8. The normal value of any goods, as otherwise determined, may be adjusted by deducting an allowance on account of the cost of transportation from the place of shipment to purchasers for home consumption if the like goods are sold generally for home consumption by the exporter in the country of export at a common delivered price (freight prepaid or allowed) to all destinations in the country of export or in that zone in the country of export in which the place of direct shipment to Canada is located that under ordinary commercial practice of the country of export is considered to be a common transportation zone, which allowance shall be an amount equal to the lesser of
   (a) an amount not greater than the average cost of freight prepaid or allowed by the exporter on the sales of like goods in the country or zone therein; or
   (b) the actual charges for transportation of the goods to the importer.

9. For the purpose of determining the normal value of any goods imported into Canada regard shall not be had to a sale for home consumption to a purchaser by a vendor who did not, at the same or substantially the same time, sell like goods in the ordinary course of trade to other persons in the country of export not associated with the purchaser.

10. In the event that there were not in the opinion of the Deputy Minister such a number of sales of like goods made to purchasers for home consumption in the country of export who are at the same or substantially the same trade level as the importer of the goods as to permit a proper comparison with the sale of the goods to the importer in Canada but there were such a number of sales of like goods made to purchasers for home consumption at a level subsequent to that of the importer, the latter sales shall be used to compute the normal value of goods and the normal value of the goods so determined may be adjusted by deducting an allowance
   (a) not exceeding the discount that is freely available on sales made by other vendors in the country of export of like goods to purchasers for home consumption who were at the same trade level as the importer; or
   (b) in the absence of the information referred to in paragraph (a), not exceeding such amount as in the opinion of the Deputy Minister represents the cost incurred by the exporter in respect of sales for home consumption for carrying out the functions normally performed at the trade level of the importer if
      (i) the exporter did not perform these functions on sales to the Canadian importer,
      (ii) the exporter did not carry out these functions in respect of the sale of the goods in Canada, and
      (iii) the allowance does not exceed the actual cost of carrying out these functions in Canada.

11. The normal value of any goods, as otherwise determined, may be adjusted by deducting therefrom the amount of any taxes and duties levied on the sales of like goods when destined for home consumption that are not borne by the goods sold to the importer in Canada.

12. All computations shall be made at the same exchange rate, which shall be the exchange rate prevailing on the date of shipment to Canada.

13. For the purposes of paragraph 9(2) (b) and subsection 9(5) of the Act, a sufficient number of sales with reference to any goods in a prescribed period means sales of those goods during that period in such quantities that, if the quantity of the goods sold to importers in Canada in the period were to be deducted from the total quantity of the goods and the like goods sold throughout that period, at least 25 per cent of the remainder would have been sold for home consumption.

14. For the purpose of determining the normal value of any goods imported into Canada the period referred to in paragraph 9(1) (c) of the Act in relation to the sale of the goods is the period ending on the day of the sale and commencing
   (a) sixty days immediately preceding that day; or
   (b) where the nature of the trade otherwise requires, on such day preceding the day of the sale of the goods as is required to form a proper comparison in determining the normal value.

15. For the purpose of determining the normal value of any goods pursuant to paragraph 9(5) (a) of the Act, sections 3 to 14 of these Regulations apply *mutatis mutandis* as if the sales of the like goods by the exporter to importers in any country other than Canada were sales of like goods for home consumption.

16. In determining the normal value of any goods in accordance with paragraph 9(5) (b) of the Act
   (a) the cost of production of the goods shall be calculated in such manner as to fully reflect the aggregate of all costs attributable or related to the production by the producer of those and of all like goods; and
   (b) the amount for profits and for administrative, selling and all other costs that are included in the calculation of the normal value of the goods shall reflect the full amount of the profits and charges incurred in the production and sale of like goods in the country of export.

17. For the purposes of subsection 12(1) of the Act, the normal value of goods *bona fide* exported to Canada from any country but passing in transit through another country shall be determined as if they were shipped directly to Canada from such first mentioned country under the following conditions:
   (a) the Bill of Lading for the transportation of the goods from the place of orginal shipment shall show the ultimate destination of the goods to be a specified port in Canada without any contingency of diversion;
   (b) the goods shall not be entered for consumption or for warehouse or remain for any purpose other than trans-shipment in any intermediate country; and

(c) the original Bill of Lading or certified copies thereof shall be filed with the Customs entry.

18. (1) In determining the export price of any goods pursuant to subsection 10(1) of the Act, the exporters' sale price for the goods, being the price at which the goods are sold or agreed to be sold to the Canadian importer, shall be adjusted by deducting therefrom the following amounts:

(a) the costs, charges and expenses incurred by the exporter in preparing the goods for shipment to Canada that are additional to those costs, charges and expenses generally incurred on sales for home consumption; and

(b) all other costs, charges and expenses, including Canadian customs duties and taxes if applicable, by or for the account of the exporter resulting from or arising from the exportation or after the shipment of the goods from the place described in paragraph 9(1) (d) of the Act or, where applicable, the place substituted therefor in determining the normal value by virtue of paragraph 9(2) (a) of the Act.

(2) In determining the export price of any goods pursuant to subsection 10(1) of the Act the importers' purchase price for the goods, being the price at which the goods have been purchased or agreed to be purchased by the importer, shall be adjusted by deducting therefrom the following amounts:

(a) the costs, charges and expenses incurred by the exporter in preparing the goods for shipment to Canada that are additional to those costs, charges and expenses generally incurred on sales for home consumption; and

(b) all other costs, charges and expenses, including Canadian customs duties and taxes if applicable, by or for the account of the exporter resulting from or arising from the exportation or after the shipment of the goods from the place described in paragraph 9(1) (d) of the Act or, where applicable, the place substituted therefor in determining the normal value by virtue of paragraph 9(2) (a) of the Act.

19. In determining, pursuant to paragraph 10(2) (c) of the Act, the export price of any goods that were sold by the importer thereof under the conditions described in that paragraph, the allowance referred to in that paragraph shall be an amount equal to the aggregate of the following:

(a) the profit on the sale of the goods by the importer;

(b) the charges on the goods resulting from or arising after their shipment from the place described in paragraph 9(1) (d) of the Act or, where applicable, the place substituted therefor in determining the normal value by virtue of paragraph 9(2) (a) of the Act; and

(c) all costs incurred by the importer with respect to the goods from the time of their importation into Canada, including the costs relating thereto, until the time of the sale of the goods.

20. For the purpose of paragraphs 13(3) (b) and 13(7) (b) of the Act, the period referred to within which a reference may be made to the Tribunal shall be 30 days from the date of the notice referred to in the relevant paragraph.

21. For the purpose of subsection 18(1) and (3) of the Act, the written request described in each of those subsections shall be filed in the prescribed form in writing with the Dominion Customs Appraiser or the Deputy Minister, as the case may be, within the time required under the Act.

Remission of duty on imported rayon yarn used for woven tire fabric

THE CANADIAN Government have issued Order-in-Council P.C. 1968-2108 dated November 19, 1968, directing the remission of customs duties on imported rayon yarn used in the manufacture of woven cord tyre fabric (see *Board of Trade Journal* of May 26, 1967, page 1398) as follows:

1. This Order may be cited as the *Rayon Yarn Fabric Remission Order*.

2. In this Order 'tires for passenger automobiles and light commercial vehicles' means tires having a nominal diameter not exceeding 18 inches.

3. Remission is hereby granted of the Customs duty paid or payable other than duties paid or payable under section 6 or 6A of the Customs Tariff Act on imported rayon yarn used in the manufacture of woven cord tire fabric where that tire fabric is used during the period commencing June 1, 1968, and ending December 31, 1968, in the manufacture of original equipment tires for passenger automobiles and light commercial vehicles.

4. Remission is hereby granted of one half of the Customs duty paid or payable other than duties paid or payable under Section 6 or 6A of the Customs Tariff Act on imported rayon yarn used in the manufacture of woven cord tire fabric where the tire fabric is used during the period commencing January 1, 1969, and ending June 30, 1969, in the manufacture of original equipment tires for passenger automobiles and light commercial vehicles.

Tariff Board hearing on fractions of petroleum for use as feedstocks in the manufacture of organic chemicals

AN ANNOUNCEMENT about the Canadian Tariff Board hearing on naphtha for use in the production of petrochemicals was published in the *Board of Trade Journal* of April 12, 1968, page 1199. The Board have given notice making a change in the terms of reference and will now make a study and report on tariff items 26901-1 and 26902-1 in so far as they relate to fractions of petroleum for use as feedstocks in the manufacture of organic chemicals, in particular those primary organic chemicals derived directly from such feedstocks.

A public hearing relative to this reference will be held in the Board's courtroom at 219 Argyle Avenue, Ottawa, commencing on Monday, March 10, 1969, at 10 a.m.

Proposals concerning the wording and the rates of duty of tariff items 26901-1 and 26902-1 in so far as they relate to fractions of petroleum for use as feedstocks in the manufacture of organic chemicals, in particular those primary organic chemicals derived directly from such feedstocks, or for the retention of the existing wordings and rates of duty, and briefs or submissions containing relevant facts and arguments in support of such proposals should be filed in writing with the Secretary not later than Friday, February 14.

One hundred copies of briefs or submissions should be filed with the Secretary; these will be distributed to interested parties.

Persons proposing to attend the public hearing should notify the Secretary not later than Friday, February 28, in order to ensure that seating accommodation at the hearing will be available. Persons attending the hearing should bring with them all notices, briefs and documents which they may already have received because additional copies may well be unavailable at that time.

Parties interested in being informed of developments in this Reference 141, and who are not already on the Board's general mailing list, should request the Secretary, The Tariff Board, Ottawa 4, Ontario, to place their names on the mailing list for Reference 141.

The full text of the above tariff items is as follows:

Tariff item	Description	Import duty	
		British Preferential	Most favoured Nation
	Products of petroleum, n.o.p.:		
26901-1	Lighter than ·8236 specific gravity (40·3 A.P.I.), at 60°F. . . . . . . per gallon	¾ ct.	1 ct.
26902-1	·8236 specific gravity (40·3 A.P. I.) or heavier at 60°F. . . . . . . per gallon	½ ct.	½ ct.

Firms desiring further information should address their inquiries to the Commercial Relations and Exports Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629), quoting reference CRE 782/68.

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Electronic capital equipment deliveries, research and development	22 Nov. 1968
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Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	This week
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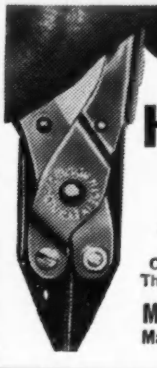

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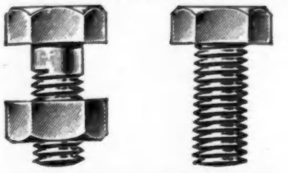

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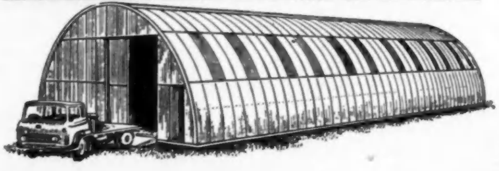

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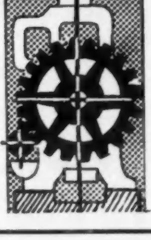

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